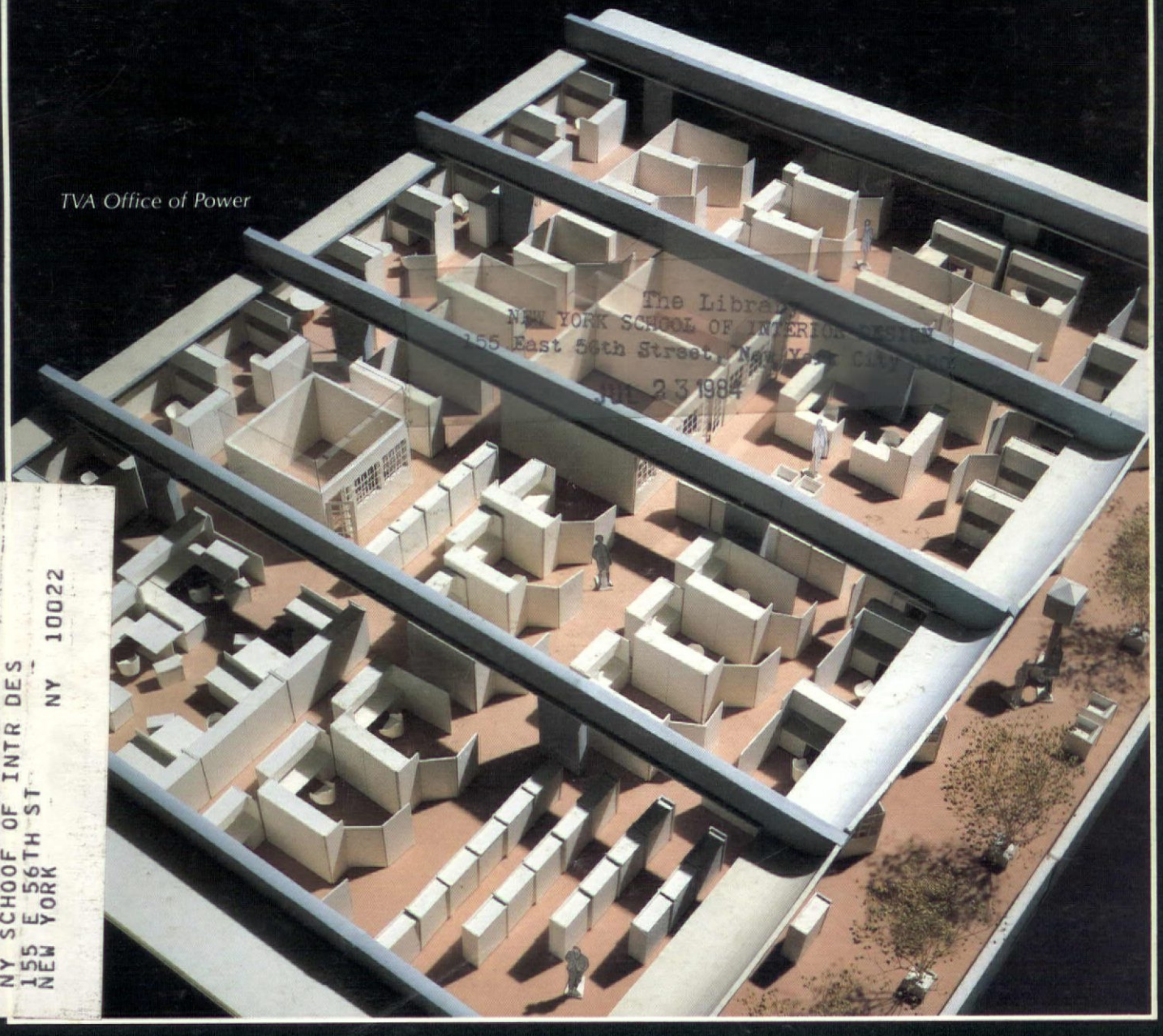
A Gralla Publication

July 1984

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

12th Annual Open Plan Specifiers Guide 1984-85



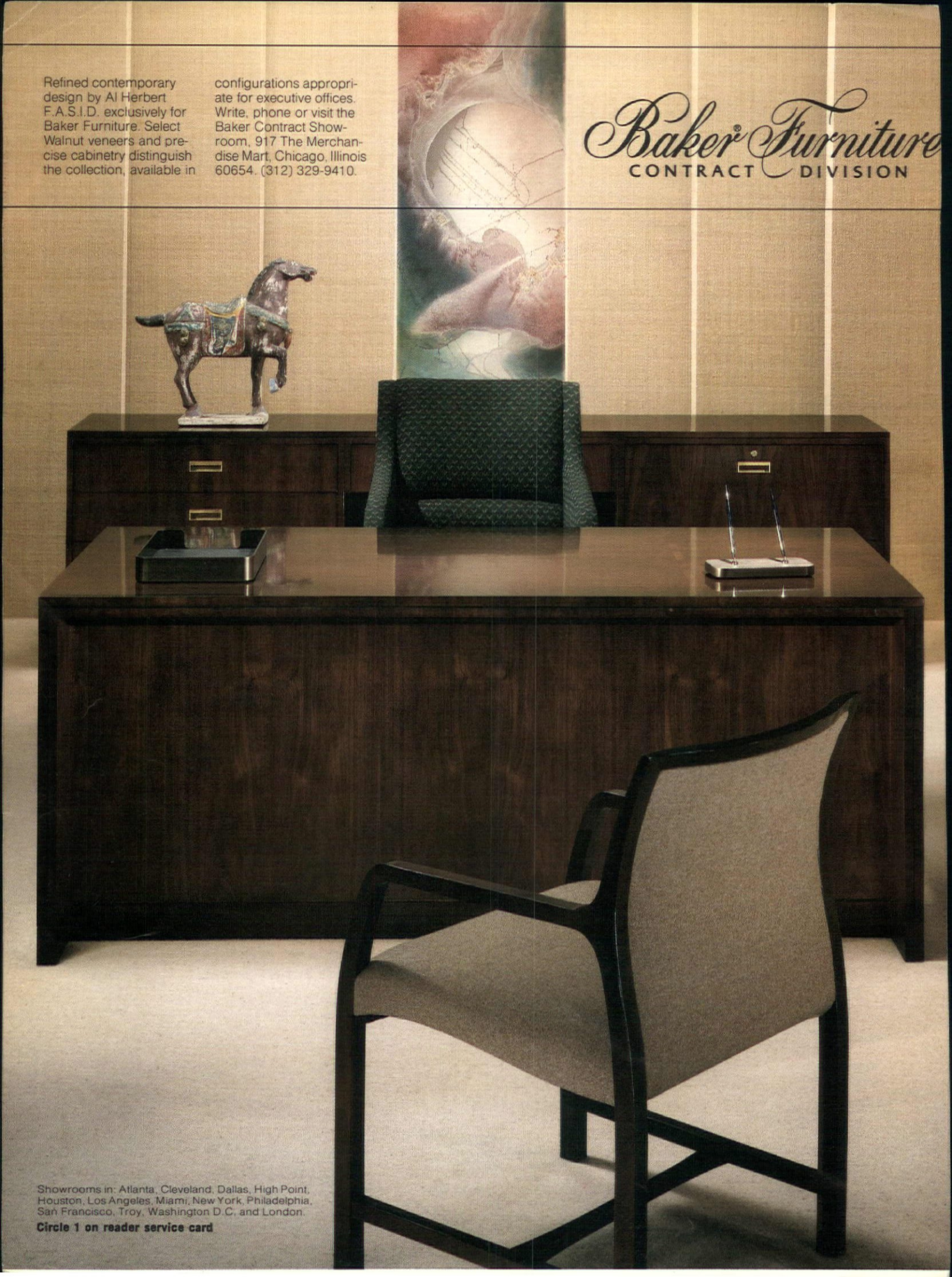
TVA Office of Power

The Library
NEW YORK SCHOOL OF INTERIOR DESIGN
155 East 56th Street, New York, City
JUL 23 1984

ALIBRA155E5618 07 CN APR85
LIBRARY
NY SCHOOF OF INTR DES
155 E 56TH ST
NEW YORK NY 10022

FORTY-SIX PAGES OF OPEN PLAN PRODUCTS AND SOURCES

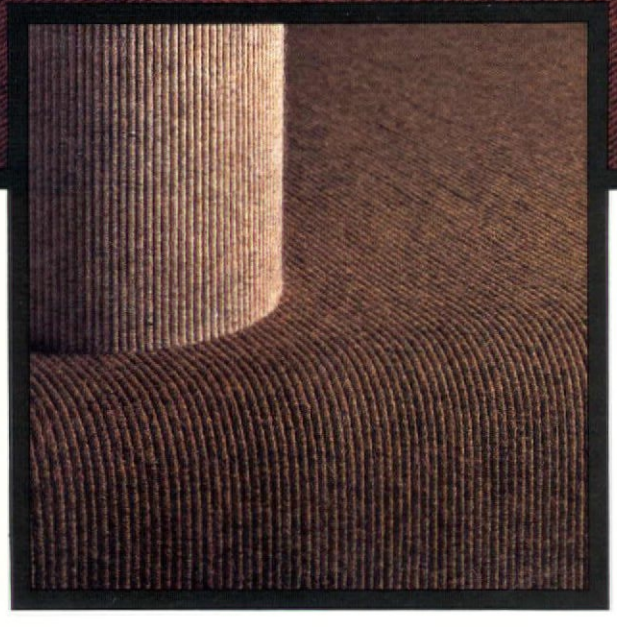
- Creative concepts spark TVA, AT&T open plan installations
- Job tenure, rewards traced in designer compensation poll
- Power distribution, plants, proxemics boost productivity


Refined contemporary design by Al Herbert F.A.S.I.D. exclusively for Baker Furniture. Select Walnut veneers and precise cabinetry distinguish the collection, available in configurations appropriate for executive offices. Write, phone or visit the Baker Contract Showroom, 917 The Merchandise Mart, Chicago, Illinois 60654. (312) 329-9410.
Baker® Furniture
CONTRACT DIVISION
Showrooms in: Atlanta, Cleveland, Dallas, High Point, Houston, Los Angeles, Miami, New York, Philadelphia, San Francisco, Troy, Washington D.C. and London.
Circle 1 on reader service card

More versatility from the Tretford Surface System:

NY SCHOOL OF INTERIOR DESIGN
002666

This book may be kept



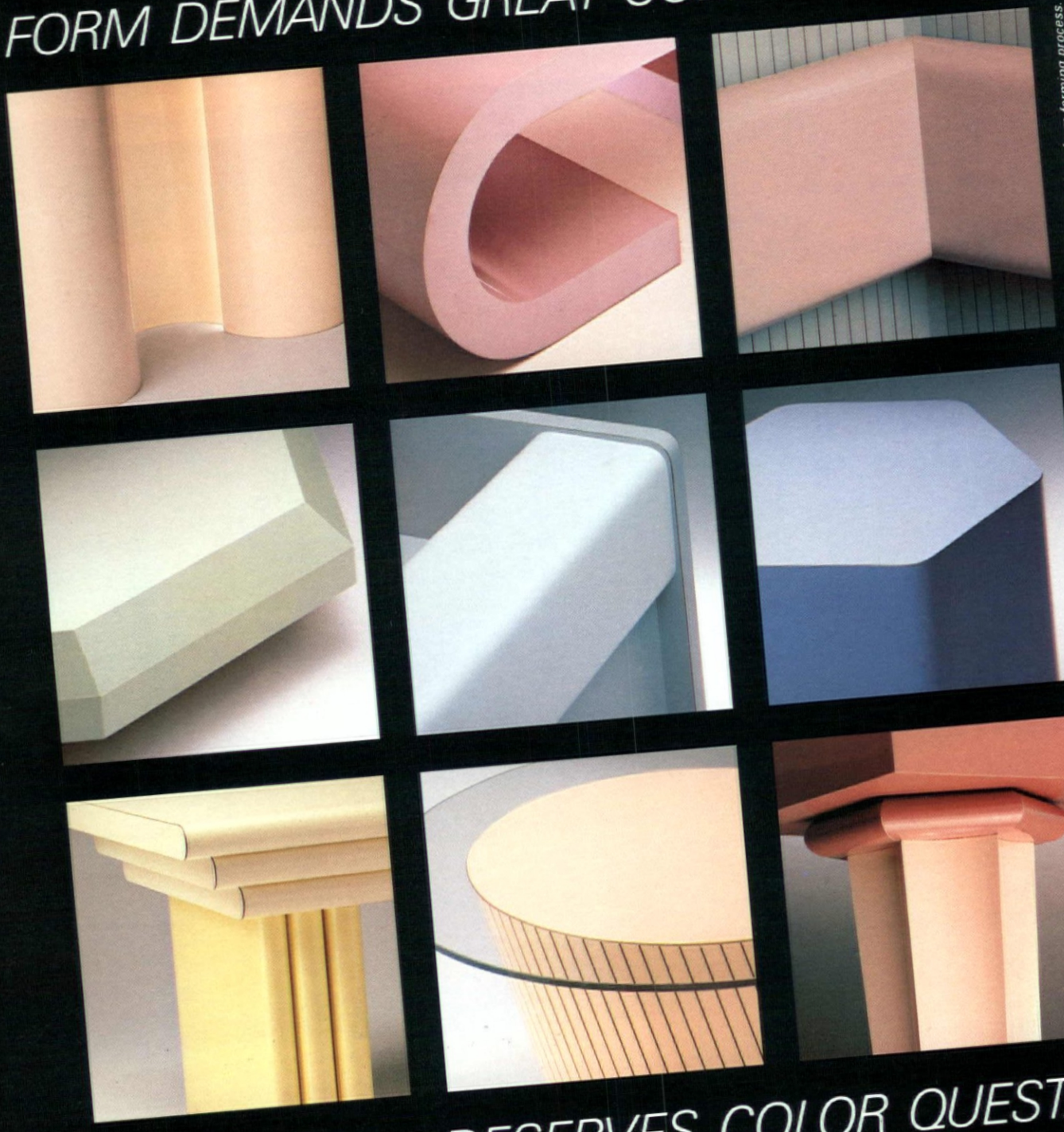
Changeable. Movable. Rotatable. They're Tretford Carpet Modules. They lay free but won't slip, shrink or stretch. Ideal for open plan areas, they allow easy access to sub-surface computer, phone and power lines. They measure 50 cm (19¾") and come in more than 30 distinctive colors. Fusion-bonded corduroy-like ribbing of 100% wool/mohair coordinates with Tretford Broadloom and Acousticord (both available on cut-order basis from Eurotex in-stock program). For samples, contact Home Office: Eurotex, The Marketplace, 2400 Market Street, Philadelphia, PA 19103. 800-523-0731. In PA 215-568-4300.

EUROTEX

In Chicago: Eurotex, Space 11-121, The Merchandise Mart, Chicago, IL 60654. Telephone 312-644-4443. In New York: Eurotex, Fifth Floor, 919 Third Avenue, New York, NY 10022. Telephone 212-308-1497. Showrooms and/or sales offices also in Boston, Atlanta, Miami, Charlotte, Richmond, Rochester, Cleveland, Detroit, Milwaukee, Minneapolis, St. Louis, Dallas, Houston, Denver, Los Angeles, San Diego, San Francisco, Seattle.

Circle 2 on reader service card

FORM DEMANDS GREAT COLOR.



Fabricated by H. C. Osvold Co., Minneapolis, MN, using Versaform forming process.

GREAT FORM DESERVES COLOR QUEST.

For its palette. Eighty colors, including 28 new choices. Soft, *quattrocento* creams, pinks, blues, violets. Purely Postmodern greys, blue-greys, grey-greens. Suavely updated reds. Chosen for precise color coordination, within Color Quest and with other fine design materials.

For its format. Bendable. Curvable. Shapable. To a sleek wrap, a fine radius. Textured in subtle matte, or embossed grid, or mirror gloss. In standard sheets, flexible grids and functional tambours.

For its function. Technological options to erase the performance barriers of a color plan. Enhanced resistance to abrasion, stain, impact. Antistatic properties. Chemical resistance. A Class 1(A) fire rating. Color Quest. The one decorative laminate line pledged to the evolving world of the design professional. For samples, literature and technical data, call now toll-free:

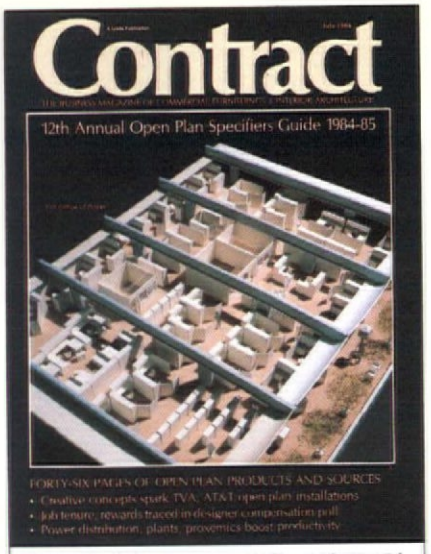
1-800-433-3222

In Texas: 1-800-792-6000

WILSONART®
Color Quest™

© 1984, Ralph Wilson Plastics Company

Circle 3 on reader service card



Cover: *Model for Tennessee Valley Authority Office of Power is used by graphic artist George Koizumi to illustrate new concepts in open office planning for CONTRACT's 12th Open Plan Directory issue. Feature section begins on page 97.*

Co-Publisher & Editor
Len Corlin

Co-Publisher & Adv. Sales Dir.
Frank A. Rizzo

Associate Publisher & Adv. Sales Mgr.
Gary S. Puro

Managing Editor
Roberta S. Walton

Senior Associate Editor
Katherine A. Forman

Assistant Editor
Dana F. Dubbs

Art Director
Richard Zoehrer

Graphic Design Consultant
Phil Miller

Business Manager
Morton L. Silverman

Eastern Manager
William Dahdah

Western Manager
Neil Silverstein

Promotion Director
Peggy I. Scholtz

Assoc. Promotion Manager
Chris Murphy

Market Research Director
Robert A. Leibson

Market Research Manager
Richard Sulzman

Assistant Research Manager
Renee Weil

Production Director
Barry Miller

Production Manager
Victoria Lauro Brewster

Assistant Production Manager
Lynn M. Saphire

Classified Advertising Manager
Nancy Leffler Berman

Circulation Manager
Barbara Iavaroni

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

Vol. 26 No. 7 July 1984

97 TVA CONCEPTS OUTSTANDING

98 **'Neighborhoods' Among Ideas In Tenn. Valley Authority Plan**
ASD, Atlanta & BOSTI innovate to meet 600,000-sq.-ft. complex's needs

104 **AT&T Gets Competitive Image**
Planners defy short lead time, worker strike; meet deadline & budget

106 **Designer Salary Survey Links Job Tenure & Compensation**
Poll reveals regional differences in planner compensation

110 **Plants Are Key Design Tools When Properly Specified**
Aiding traffic patterns, worker efficiency, plantings require designer know-how

114 **Integrated Design Elements Create Productive Environments**
Factors such as color, lighting, layouts promote sense of well-being

118 **Users See Growth For Access Floor, Flatwire Systems**
Technological improvements recommend both for many facility applications

122 OPEN PLAN DIRECTORY: GROWTH MIRRORS INDUSTRY

124 **Total Systems**
132 **Freestanding Space Dividers**
144 **Plants & Planters**
148 **Raised Floors**
150 **Acoustical Panels, Wall-Mounted**
154 **Telephone & Power Sources**
156 **Acoustical Ceilings, Systems**
158 **Lighting**
159 **Installation Specialists, Masking Sound Systems, Carpet Tiles**
160 **Hang-On Accessories**
162 **Alphabetical List of Participating Firms**

The Library
NEW YORK SCHOOL OF INTERIOR DESIGN
155 East 56th Street, New York City 10022

DEPARTMENTS

7 **Contract Commentary**
12 **Letters**
15 **Contract News**
19 **Designed For Laughter by Michael Saphier**
26 **Contract Update**
40 **Report from Copenhagen**
49 **Contract Quotes**
53 **Color Line**
61 **Lighting Line**
66 **Contract Technology**
72 **Showcase: Scandiline**
76 **Showcase: Knoll**
80 **Showcase: Spanjer**
83 **People/News**
94 **Coming Events**
181 **Products & Services**
193 **Catalogs & Brochures**
194 **Classified Advertisements**
196 **Advertising Index**

Spanjer offers a complete line of open plan signing modules... six systems, each complete with wall and ceiling units.



1. Changeable Plaque System (CPS)*
2. Applied Copy System (ACS)*
3. Changeable Copy Insert System (EGS)
4. Framed Plaque System (FPS)*
5. Message Insert System (MIS)*
6. Raised Image System (RIS)

*All available with sub-surface copy.

WALL UNITS		SYSTEM DESIGNATION					
NO.	Height x Length	1	2	3	4	5	6
101	2 1/16" x 9 1/8"	•†	•†	•†	•	•	•
102	4 1/2" x 9 1/8"	•†	•†	•†	•	•	•
103	9 1/8" x 9 1/8"	•†	•†	•	•	•	•
104	4 1/2" x 4 1/2"	•†	•†	•	•	•	•
105	2 1/16" x 4 1/2"						•
106	4 1/2" x 18 3/8"	•†	•†	•†	•	•	•
107	2 3/16" x 18 3/8"	•†	•†	•†	•	•	•
CEILING UNITS							
108	6" x 48"	•†	•†	•†	•	•	•
109	9 3/8" x 48"	•†	•†	•†	•	•	•
110	13" x 48"	•†	•†	•†	•	•	•
111	13" x 24"	•†	•†	•†	•	•	•

†Available with radius corners. Square corners standard.

Write on your letterhead for the new AS-82 catalog.

Spanjer Spanjer Brothers, Inc.
1160 North Howe Street
Chicago, Illinois 60610
312-664-2900

Circle 4 on reader service card

Contract

Vol. 26 No. 7

August: Executive Buyer Edition/Commercial Buildings offers bonus circulation to 5,000 commercial building owners and staff executives. Features on Remodeling & Ancillary Construction Services cover latest developments in the redesign market; overview recently remodeled installations, and provide information on services offered by construction firms and consultants. Other issue highlights include Computer Support Furniture Directory, Furniture Component/Hardware Source Guide for Specifiers and OEMs, and Sales Rep Help Wanted Section.

September: World of Contract Seating updates readers on latest developments in seating design and manufacture. Covered are ergonomic and avant-garde seating, as well as new chair and seating introductions. Designer's Saturday preview is another issue highlight, previewing showroom introductions and incorporating a map and guide to this New York furniture showroom event, October 11-13, 15. NOPA Show Preview provides advance coverage of exhibitors, programs, and products to be displayed at the National Office Products Association Show, October 17-24, McCormick Place, Chicago.

Advertising Representatives

New York:

Frank A. Rizzo, Co-publisher & Adv. Sales Dir.,
Gary S. Puro, Associate Publisher & Adv. Sales Mgr.,
William Dahdah, Eastern Manager,
Peggy Hynes, Northeast Representative,
Gralla Publications
1515 Broadway, 24th Floor,
New York, N.Y. 10036.
Phone: (212) 869-1300.

Chicago:

Marie Kowalchuk, Midwest Representative
Gralla Publications
3525 W. Peterson Ave., Chicago, Ill. 60659.
Phone: (312) 463-1102.

West Coast:

Neil Silverstein, Western Manager, Gralla Publications,
16200 Ventura Blvd., Suite 328
Encino, Calif. 91436. Phone: (818) 788-0271.

Overseas:

Vincent Turco
Via Albinoni
2 Monza 20052, ITALY

Gralla Publications

President: Lawrence Gralla.
Executive Vice President: Milton Gralla.
Vice Presidents: Howard Rauch, Frank A. Rizzo, Rosalind Schacknow, Peggy I. Sholtz, Marshall D. Siegel, Morton Silverman.

Other Gralla Publications:
Bank Systems & Equipment; Catalog Showroom Business; Contract Direct Reply Cards; Facilities Design & Management; Giftware Business; Health Care Systems; Impressions; Kitchen & Bath Business; Meeting News; Merchandising; Multi-Housing News; National Jeweler; Premium/Incentive Business; Sew Business; Sporting Goods Business; Travel Agents MarketPlace.

CONTRACT ISSN 0010-7832 is published monthly by Gralla Publications, 1515 Broadway, 24th Floor, New York, N.Y. 10036. Phone (212) 869-1300. Subscription price one year $14, two years $21 for firms and individuals who specify design, buy, or replace contract furnishings. All other U.S. subscriptions $36 per year. All Canadian and Mexican subscriptions $16 per year for qualified subscribers and $36 per year for non-trade. All other foreign subscriptions $65 per year. Single copy $4. The publisher assumes no responsibility for opinions expressed by editorial conbributions to CONTRACT. The publisher reserves the right to reject any advertising not in keeping with the publisher standards.
SUBSCRIBER INFORMATION & ADDRESS CHANGES: Write to Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036.
POSTMASTER: Send address changes to CONTRACT Circulation Dept., Rm 930, 1501 Broadway, NY, NY 10036. Send Second Class postage paid at New York, NY and additional mailing offices.

BPA

M A T R I X S Y S T E M

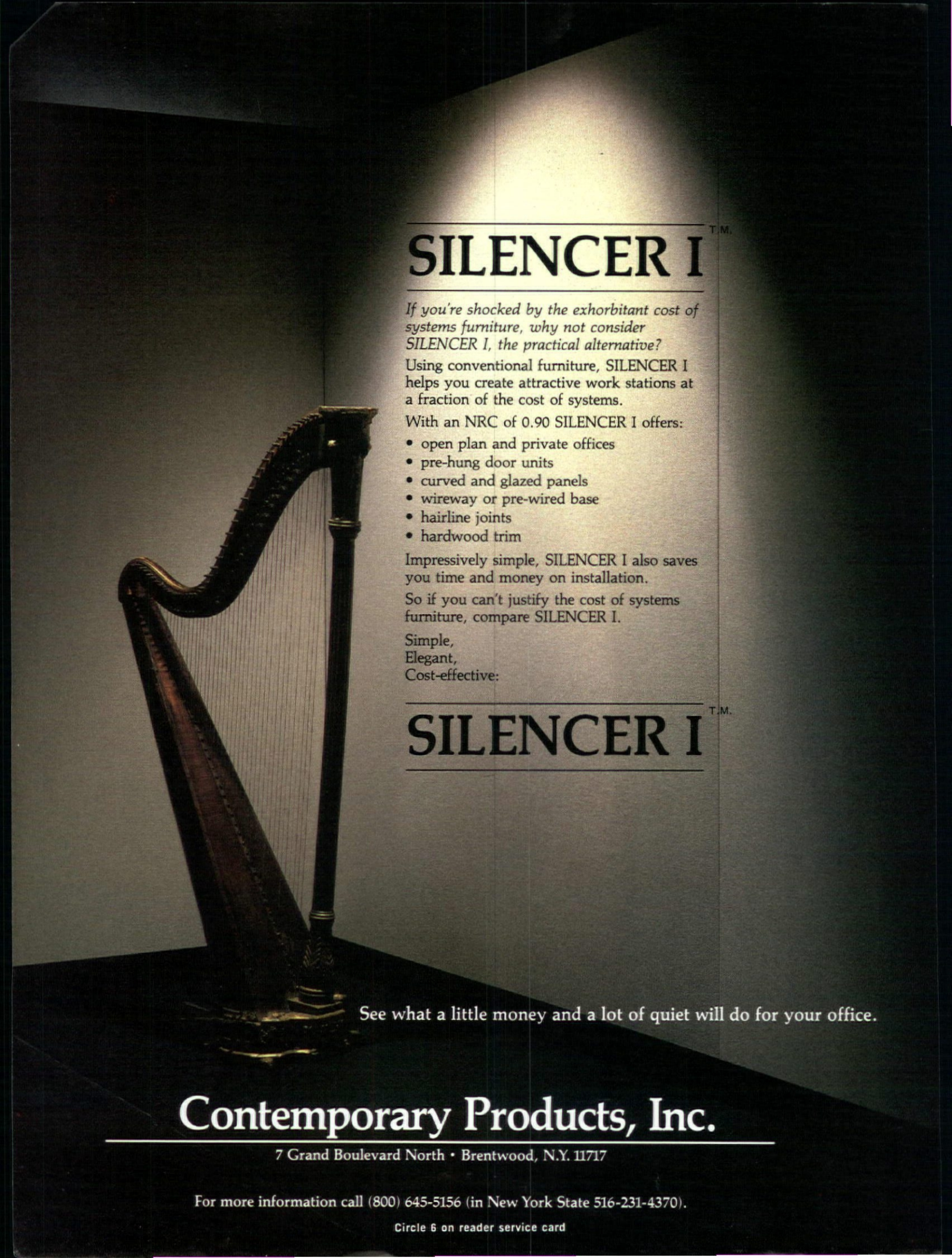
An innovative approach to open office systems, MatrixSystem combines the look and quality of fine furniture with the flexibility required for open plan design. Available in three heights and eight widths, MatrixSystem is easy to install and easy to modify for future layout requirements. Interchangeable wood and acoustic inset panels allow for easy removal and cleaning. Designed to accommodate data processing equipment, the system is available with or without fully-concealed electrical hard wiring.

Harry Lunstead Designs, Inc.
8655 South 208th Street
Kent, Washington 98031
206 872-8835 Telex 320195



Lunstead

Circle 30 on reader service card



SILENCER I™

If you're shocked by the exhorbitant cost of systems furniture, why not consider SILENCER I, the practical alternative?

Using conventional furniture, SILENCER I helps you create attractive work stations at a fraction of the cost of systems.

With an NRC of 0.90 SILENCER I offers:

- open plan and private offices
- pre-hung door units
- curved and glazed panels
- wireway or pre-wired base
- hairline joints
- hardwood trim

Impressively simple, SILENCER I also saves you time and money on installation.

So if you can't justify the cost of systems furniture, compare SILENCER I.

Simple,
Elegant,
Cost-effective:

SILENCER I™

See what a little money and a lot of quiet will do for your office.

Contemporary Products, Inc.

7 Grand Boulevard North • Brentwood, N.Y. 11717

For more information call (800) 645-5156 (in New York State 516-231-4370).

Circle 6 on reader service card

IBD/CONTRACT COMPETITION REDEFINES INNOVATION



For those who are superstitious, the 13th annual IBD/CONTRACT Product Design Competition may appear to be off to an inauspicious beginning. But the event's sponsors have every reason to believe otherwise.

The competition has grown steadily since it was initiated in 1972, reaching a participation of more than 300 entrants last year with a total of 47 product design awards cited by judges. As the contract interior design profession continues to meet more complex requirements of end-users, it relies increasingly upon the innovation of product designers. And, innovation is what the competition is all about.

As IBD national president Eugene M. Daniels notes, "Space designers are examining new products with even more care since they are now being held legally accountable, in some cases, for their specifications. End-users are demanding higher quality in performance of both products and environments, and this presses product designers into service to tackle technical and practical solutions for field applications that may not have existed before."

Indeed, computers and new office technology create opportunities for product design innovation that were previously unimagined. Now a pivotal means for interior planners to keep apace of rapid developments in technology, product design can also assist end-users who face extensive facility change.

The Product Design Competition represents an opportunity, not so much for manufacturers to compete among themselves, as for product designers to measure their progress in a forum with colleagues and peers of the industry. Innovation is an ongoing process, one which the competition year-to-year can support—but only with the continued commitment of manufacturers, product designers, and allied professionals in the field.

Roberta Walton

Managing Editor



The universal center-hook filing system has finally come out of the closet.

Information media travels around the office. Of course that's nothing new. Media has always traveled from department to department, from desk to desk. And until recently, that was no problem, because the majority of that media was 8½"x11", and everyone had standard files.

But, today, as the automated office is impacted by the computer, information media simply doesn't fit into standard filing cabinets. Printouts. Microfilm. Diskettes. And more. All different shapes. All different sizes.

What's needed is a filing system that is universal enough to manage today's diverse computer output, wherever in the office it travels.

Enter the DOCU-MATE® system from Wright Line. A unique system designed around a very simple principle. The center-hook. The same basic principle that's used by travelers in closets, worldwide.

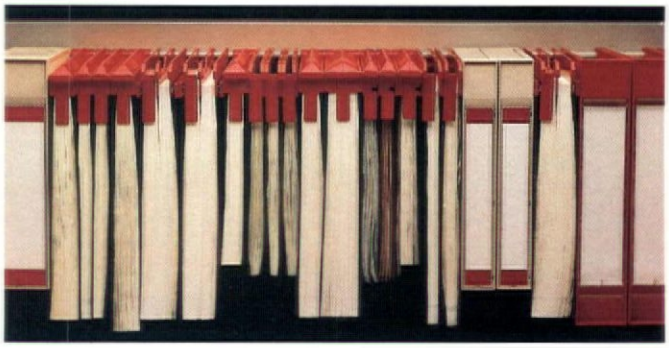
The DOCU-MATE system stores media the way it's used. Together. So office workers needn't shuffle through separate files and messy piles. And *you* needn't worry about specifying different systems to meet the diverse needs of specialized offices. Our one system accommodates every form of media, for every level of worker, in every type of office. So today's jet-set media can be at home wherever it's filed.

The DOCU-MATE system's separate devices give it unequalled flexibility. And assure every office a custom-tailored filing system, no matter how simple or sophisticated.

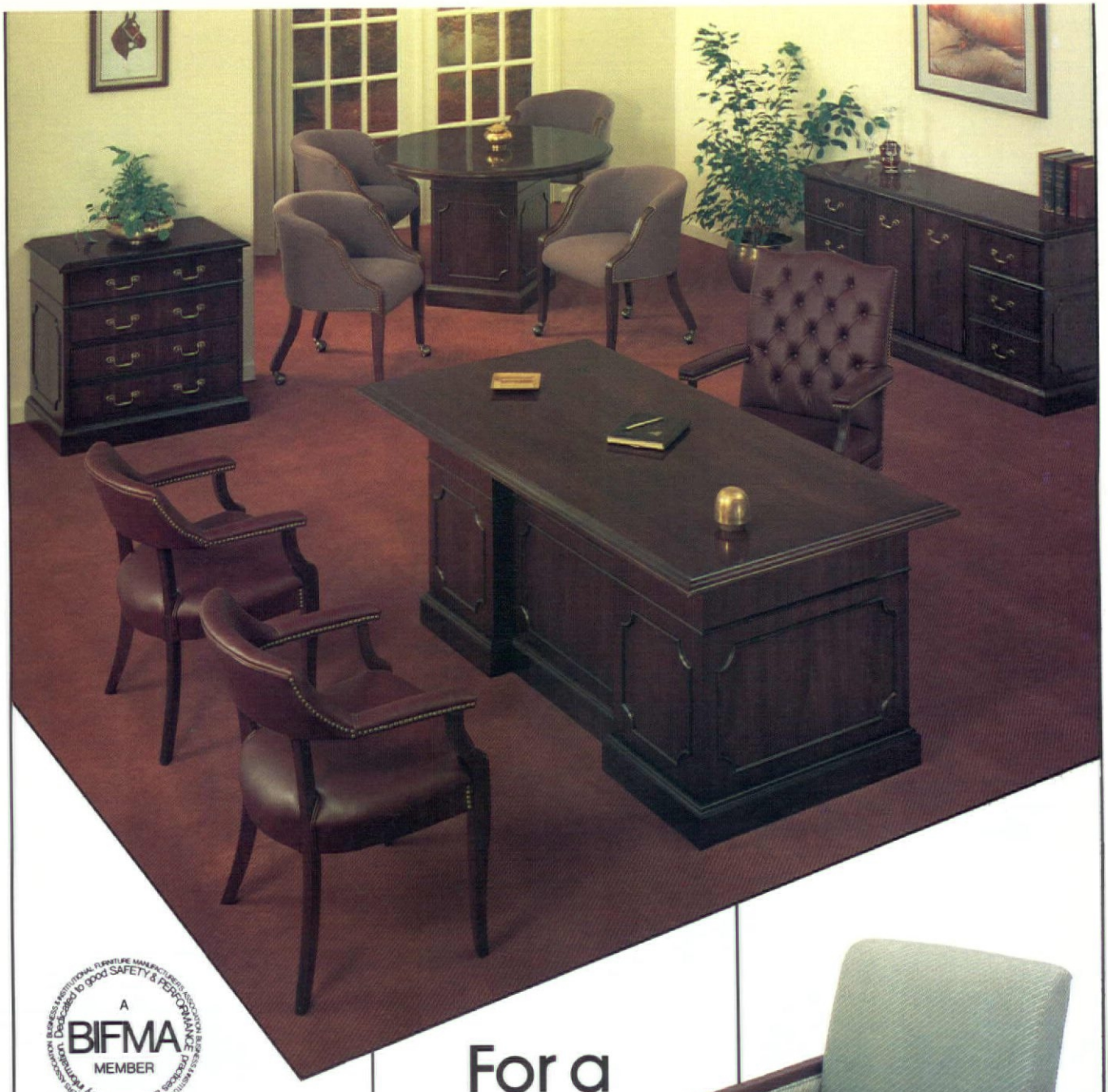
And the DOCU-MATE system's so adaptable, it can evolve to meet tomorrow's filing needs, as well as today's. Maybe that's why it's the most widely used mixed-media system on the market. And why most systems furniture manufacturers are designing or adapting their own products to accommodate DOCU-MATE devices.

How does the DOCU-MATE system fit into your office plans? Easily. Because it takes full advantage of the vertical (rent-free) space in your office, it can as much as double your media storage capacity. Don't let the challenges of modern office filing send you packing. Find out more about the new universal filing standard, the DOCU-MATE system. Contact Wright Line,160 Gold Star Blvd., Worcester, MA 01606.

Wright Line
A UNIT OF BARRY WRIGHT



Circle 7 on reader service card



A BIFMA MEMBER

Dedicated to good SAFETY & PERFORMANCE practices and valid industry information

For a whole suite, or one seat.



For one chair, or a roomfull, come to Paoli for smart styling, design, price. Paoli's vast selection of traditional and contemporary wood office desks and chairs will provide the pieces that suit you best. So, when it comes to the office – come to Paoli.

Paoli, Inc., P.O. Box 30
Paoli, IN 47454

Paoli

Circle 8 on reader service card

SYSTEM-R

A framework for change. In the business world, change is constant. Big change...:"Tele



within three years." Small change...:"Congratulations,

And change that's

"He likes oak,

neutral,

and mauve."

ness. That's why

the heart of "System R" is the frame, giving

components and

power distribution within the system. And

To find out how System R

can give you a framework for change, call toll-free: 1-800-253-8104.

ommunications will double



Joan, on your promotion."

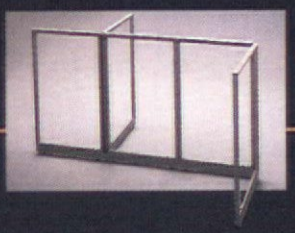
impossible to foresee..."The new CEO hates turquoise."





American Seating understands the changeable nature of busi-

you the ability to reconfigure,



change panel inserts,

that makes any change possible.

American Seating

Innovative Response...by Design

or write: "Framework" American Seating, Inc., Grand Rapids, MI 49504

Circle 9 on reader service card

LETTERS

Get the message?

Dear Editor: I have just seen the May issue of CONTRACT and wish to congratulate you on this beautiful magazine.

I would also like to thank you for the Foundation for Interior Design Education Research (FIDER) advertisement, which you have included most generously on behalf of this worthy program once again. CONTRACT has truly been a tremendous help in getting the FIDER message across to the design industry.

Many thanks again for all your help.

FRANKLIN S. JUDSON
President
Stroheim & Romann
New York

Column shows book's true colors

Dear Editor: Thank you so much for the terrific Color Line column on the book *Alive With Color* in the April issue of CONTRACT. The column was very well written and you really captured what *Alive With Color* is all about.

LEATRICE EISEMAN
Author/Color Consultant
Tarzana, Calif.

ASID foundation supported

Dear Editor: Having read your March editorial, I'd like to thank you for your kind words regarding the American Society of Interior Designers/Industry Foundation (ASID/IF).

It is wonderful to see the hard work of so many people finally recognized. I believe your editorial clearly points out how ASID professional designers work hand-in-hand with design resources to benefit the entire interior design profession.

Again, thanks for your support of ASID.

EDWARD U. GIPS
Executive Director
ASID
New York

Bowled over by coverage

Dear Editor: I cannot begin to tell you how many lovely notes and calls I have received in response to CONTRACT's recent article on my firm, "Most Hospitality Standards Deceiving, Says Designer" (April issue, page 116). The experience has been overwhelming.

Many thanks for your interest in my work and for a well written story.

JEFFRI MCALLISTER
President
Design Interpretation Inc.
Playa Del Rey, Calif.

Getting down to basix

Dear Editor: Steelcase recently revised graphics and logo identification for its new furniture ordering and management program designed to simplify specification of open plan systems. Formerly identified as BasiX, the program's name is now spelled with lowercase letters which are underlined as follows: basix™

We would be very appreciative if you would make your readers aware of this change in an upcoming issue of CONTRACT.

WILLIAM W. ROBINSON
Public Relations Specialist
Steelcase
Grand Rapids

Reader speaks gospel truth

Dear Editor: After hearing many favorable comments about CONTRACT, I finally had an opportunity to read the magazine several months ago.

I enjoyed it immensely. Now, I better understand why many interior design and architecture firms view CONTRACT as an invaluable "bible" in the commercial furnishings and interior architecture fields.

TERENCE H. CASEY
President
Western Interiors Inc.
Cincinnati

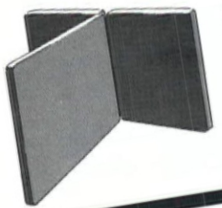
Direct comments to: CONTRACT, 1515 Broadway, New York, NY 10036

OUR PANELS SET UP EASY—NO HARDWARE, NO TOOLS.



Brewster freestanding panels are ready to go, right from the box. There's no hassling with extra hardware and other bits and pieces. No hidden costs, either. All our panels — custom or standard — are shipped complete. And all you need to set them up is a pair of hands. Quick. Easy. Flexible. That makes Brewster panels the perfect setup. Call for a free catalog:

1-800-243-8198
(In CT, (203) 388-4441)



BREWSTER
THE BREWSTER CORPORATION
Old Saybrook, Connecticut 06475
Another Brewster advantage.

Circle 10 on reader service card

Insul-Art transforms the noisy office into a world of productivity.

We believe that making an office acoustically sound can go a long way toward making it financially sound. That's why Insul-Art products are scientifically designed to improve speech privacy and remove one of the most persistent reasons for low productivity: distracting noise.

Distractions are all around us. All types of office equipment, conversation, movement of people and materials as well as external sounds. That's the reason our approach attacks the problem from a broad perspective.



ACOUSTICAL PANELS, BAFFLES & BANNERS

Insul-Art scientifically examines the critical annoying frequency range of 1000-4000 Hz and produces acoustical treatments to absorb 100% of the sound in this range. The low frequency sounds (125, 250, & 500 Hz) substantially remain to provide a natural, more pleasant sound as perceived by the human ear.

Insul-Art acoustical treatments come in a variety of standard sizes, thicknesses and surface facings. Customized, too, including the use of your own fabric. The possibilities are unlimited.



ACOUSTICAL ENCLOSURES

With the advent of high speed computer printers in the work environment, the need to attenuate this intrusive sound has become imperative. Insul-Art engineers designed an enclosure to absorb the sound in the critical 1000-4000 Hz range. This revolutionary, patented new enclosure has been tested side-by-side with a leading competitor and has been found to be up to 64% quieter. It features Insul-Art acoustical materials, an isolation chamber and a unique method of air intake and exhaust, assuring the ultimate in quietness for the ultimate in productivity.



SCAMP™ & SATELLITE SOUND MASKING SYSTEMS

SCAMP is the most widely used sound masking system in the world. It's a patented, self-contained unit in which each speaker produces its own masking sound (with its own noise source) to provide true random sound and the ultimate in stereophonic masking. SATELLITE, true to its name, is an economical system with a centrally located noise source. It allows the masking to be spectrum adjusted at the job site and provides more random masking sound than conventional central systems in a given office area. Amplifier, octave band equalizer, and power supply are neatly packaged in their own cabinetry with convenient controls available for ease of adjustment of masking and paging levels. Both SCAMP and SATELLITE make speech privacy a reality.

Transform noisy office space into a setting for increased productivity with sound advice from Insul-Art. Write or call for details.

Insul-Art® ACOUSTICS CORPORATION

107 Allen Boulevard, Farmingdale, NY 11735 • 516-694-0002 (800-526-0908)

An Atrium Industries Inc. Company

Scamp® is a registered trademark of Control Electronics Co., Inc. Insul-Art® is a registered trademark of Insul-Art Acoustics Corporation Control Electronics Co., Inc. & Insul-Art Acoustics Corporation are Atrium Industries Inc. companies.

Circle 11 on reader service card



We Invite Comparison.

Interact® is rapidly becoming the first choice for wood open plan furnishings. The timeless beauty of genuine oak, walnut and mahogany is complimented by luxurious fabrics, acrylics and accent metals.

Interact®, a standard by which other wood systems are measured.

Thank you for joining us during NEOCON 16.

Circle 120



Acoustical Screens Corporation
79 Industrial Drive, E. Longmeadow, MA 01028
Chicago Showroom: Space 850, Merchandise Mart
1 800 628 3140

Interact®

New York City officials attend symbolic groundbreaking activities for IDCNY

New York—City officials, including Mayor Edward I. Koch, recently participated in groundbreaking ceremonies symbolic of remodeling activities currently under way for the 4 million-sq.-ft. International Design Center, New York (IDCNY).

Situated on a 10-acre site in Long Island City approximately 10 minutes east of mid-Manhattan, the complex is scheduled to open late in 1985 and has already signed leases for showroom space with a number of manufacturers.

Future tenants of Center Two, the ½ million-sq.-ft. building designated for contract manufacturers, include Alma Desk Co., Atelier International, Brayton International, Brickel Associates, Cumberland Furniture, Elite Biltrite, and Fuller Contract Accessories Corp.

Also leasing space at IDCNY are Gunlocke, Helikon, Howe Furniture Corp., Lighting Associates, and Stendig International.

Many jobs created

In remarks at the ceremony, Koch noted that, "Other cities, including Washington, D.C., Los Angeles, San Francisco, and Dallas, have created centers like ours. But, they were only out-of-town tryouts for the real center, IDCNY.

"IDCNY means a new, spacious headquarters, more than 3,000 permanent jobs, and more than 1,000 construction jobs," he added.

According to Queens borough president Donald R. Manes, "IDCNY will open a new field of economic activity in Queens.

"The center is also important because as it gains attention and success, it will attract additional interest in Long Island City, one of our most appealing yet under-utilized areas."



Cumberland Furniture Corp. has signed a lease for more than 10,000 sq. ft. of showroom space in IDCNY's Center Two. Shown above (l. to r.) are Emmett L. Dineen, president, IDCNY; O. H. Krug, president, Cumberland; Leonard Lemlein, vice president and director of leasing, IDCNY.

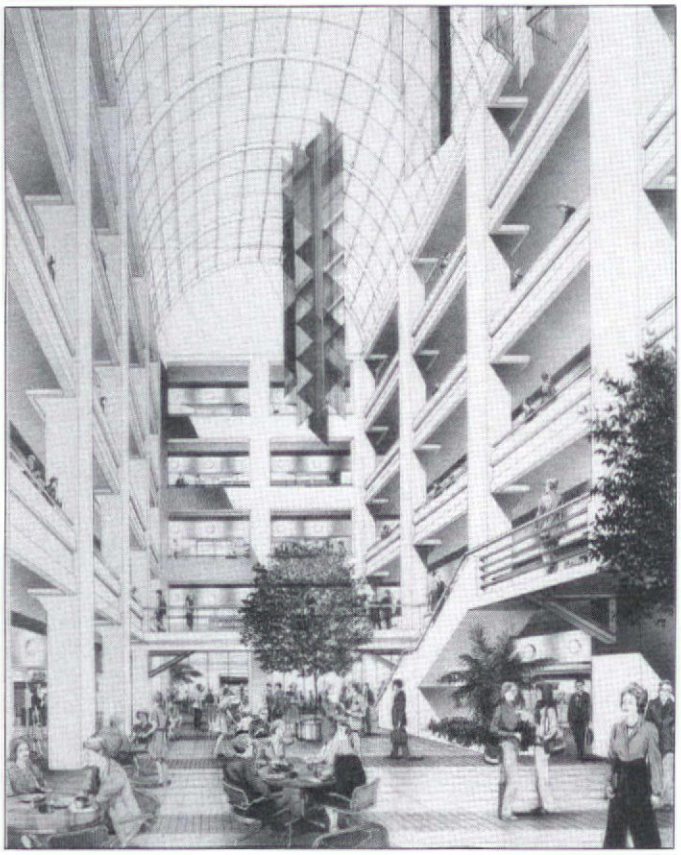
Buildings renovated

As planned by I. M. Pei and Partners, IDCNY will occupy three renovated buildings and one newly constructed facility.

Center Two, as designed by Gwathmey Siegel and Associates Architects, includes glass-covered atriums, skylights, dining facilities, exhibition space, and parking.

The $126 million development is a project of Lazard Development Corp. and was aided by a $23 million grant from the United States Department of Housing and Urban Development.

New York City appropriated approximately $4 million for local improvements including subway station remodeling and the construction and repair of benches and sidewalks.



Center Two, International Design Center, New York, has been designated for contract manufacturers. The building's entrance lobby features a bank of six, high-speed elevators located behind a reception desk.

Flame-resistant materials furnish Americana Hotels' 'Suite 400'

Chicago—Americana Hotels Inc. has unveiled the first guest suite within its chain of hotels and motels to be completely furnished with flame-resistant materials.

The Suite 400 prototype, Americana Congress Hotel, demonstrates how a "total life-safety system" can be created within a guest room from a combination of existing fire-safety measures and state-of-the-art flame-resistant materials and furnishings, says Alan A. Printer, Americana spokesman.

Glass yarns developed by Owens-Corning Fiberglas Corp. were used in many of Suite

(Continued on p. 19)

girsberger

series girsberger eurochair

Design: F. Makiol, Girsberger-Team





Girsberger Industries, Inc.
Office Seating
P.O. Box 1990
Smithfield, North Carolina 27577
(919) 934-0545

Chicago Showroom:
Merchandise Mart
8th floor, Suite 845
Chicago, Illinois 60654
(312) 822-0678

Showrooms:
Denver, Colorado (303) 388-5272
Maitland, Florida (305) 671-0899
San Francisco, California (415) 864-3801
New York, New York (212) 759-6335
Cincinnati, Ohio (513) 241-1729
Salt Lake City, Utah (801) 583-8668
Los Angeles, Califorina (213) 273-5891
Lutherville, Maryland (301) 252-8082
St. Louis, Missouri (314) 231-1998
Portland, Oregon (503) 227-0078

Circle 12 on reader service card

PRESENTING CONTRACT 16™

Tarkett adds an exciting dimension to the world of flooring design with Contract 16…the only 16″x16″ vinyl composition tile that faithfully depicts the swirling beauty of natural marble. Contract 16 presents a fresh new alternative to 12″ tile. And with one-third fewer seams, Contract 16 creates an aura of added spaciousness. Subtle tonal variations make each piece unique so you enjoy total freedom of design.

In three Plaza Marble colors: Nutmeg Beige, Granite Grey, and Java Brown. With color and pattern going through the full ⅛″ thickness, you're assured of long-lasting beauty. It's easily installed and maintained…and asbestos-free.

The elegant look of marble at a fraction of the cost… only from Tarkett.

For more information on Contract 16 and Tarkett's other commercial flooring, call toll-free 1-800-225-6500 or contact your Tarkett contract specialist.

New ideas in commercial flooring are emerging at Tarkett.



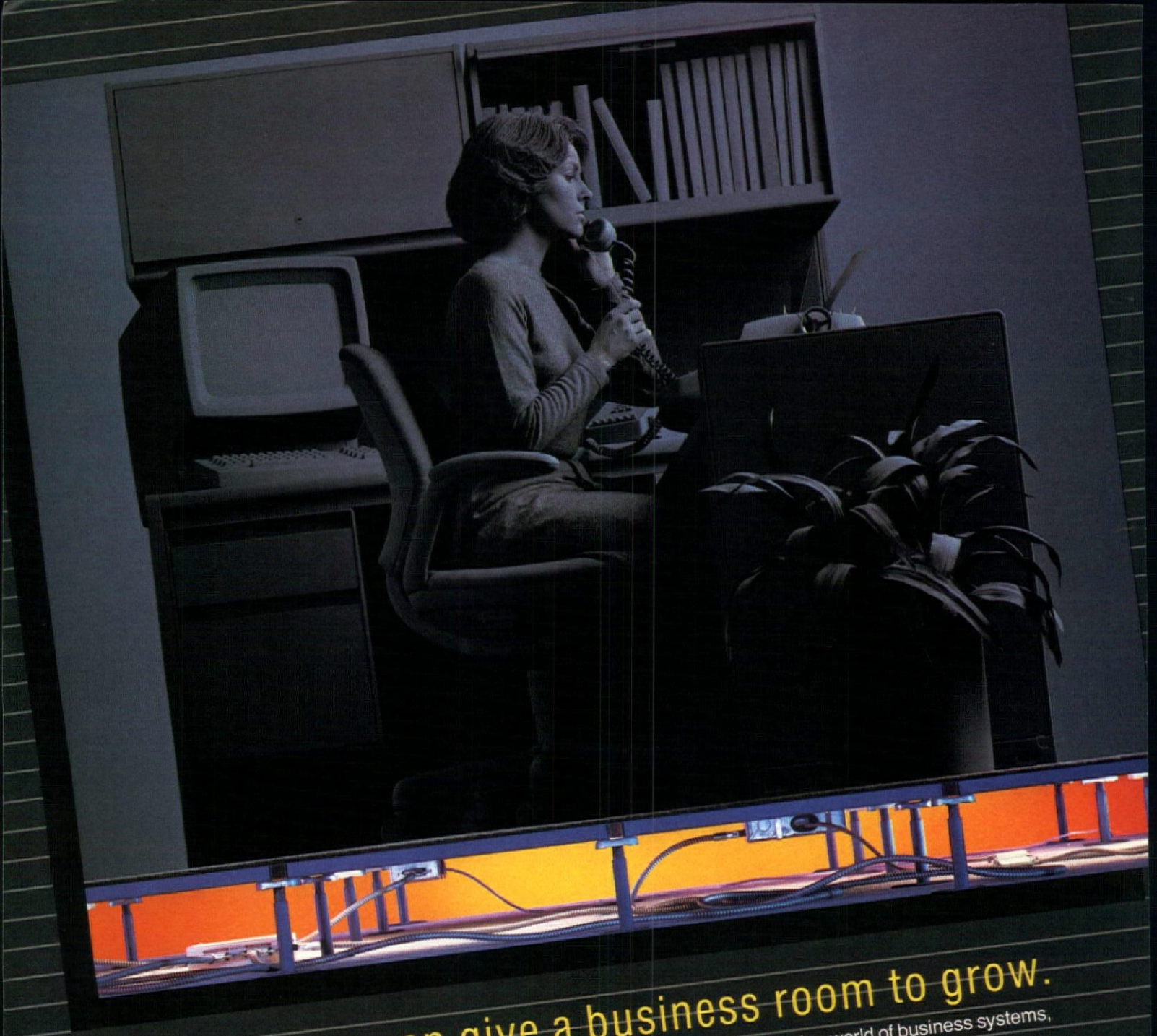
Tarkett

The world's most experienced flooring company.

PARSIPPANY, NJ 07054

© 1984, Tarkett Inc.

Circle 85 on reader service card



A few inches can give a business room to grow.

A business can't get ahead if it can't keep up with technology. In the fast-changing world of business systems, an office layout can become obsolete overnight. Unless the design is agile enough to adapt quickly and easily to changes in business and technology. ■ **I**nstead of locking utilities in the floor or walls, Donn access floors let you run communication lines, CRT connections, HVAC duct, electrical lines and mechanical systems in a plenum only a few inches deep under the floor. ■ **W**hen you need to upgrade support systems, change office layout or repair utilities, you can do it with a minimum of expense and work disruption. Simply lift the floor panels and move the services. ■ **A**nd if you think you can't afford access floors, think again. Donn access floors can cost about the same as conventional systems for providing flexibility in services distribution. ■ **T**alk to your Donn representative. You'll find a few affordable inches and Donn access floors allow a business to get a head start in this fast-changing world. Donn makes Liskey™ and Severn® brand access floors. **Donn makes sense.**

© 1984, Donn Incorporated

DONN®

DONN CORPORATION

1000 Crocker Road ■ Westlake, Ohio 44145 ■ (216) 871-1000

Circle 14 on reader service card

Fabrics tested

(Continued from p. 15)

400's furnishings, including wallcoverings, drapery panels, bedspreads, carpeting, and upholstered furniture.

All of the materials had been previously tested in full-scale room-burn demonstrations. During those tests, the flame-resistance of glass-fiber products was compared to the flame-resistance of non-glass fiber products currently used within the lodging industry.

"When we saw how these glass-fiber fabric materials retarded and even stopped flame spread, we began to seriously discuss their incorporation into Americana's life-safety program," says Printer.

Non-glass products treated

In addition, non-glass fiber products displayed in the suite were treated or built to meet flame-resistance standards.

Nylon carpeting, for example, was constructed to reduce flame spread and has a National Fire Protection Association Class 1 rating; custom-made tables, chests, and dressers are made of particle board encased with laminates; lighting fixtures are UL-rated and energy-efficient; paints used throughout the suite inhibit flame spread by foaming up when exposed to intense heat.

"In recent years, increasing attention has been paid to reducing damage and injury from fire," says Printer. "This begins

(Continued on p. 23)



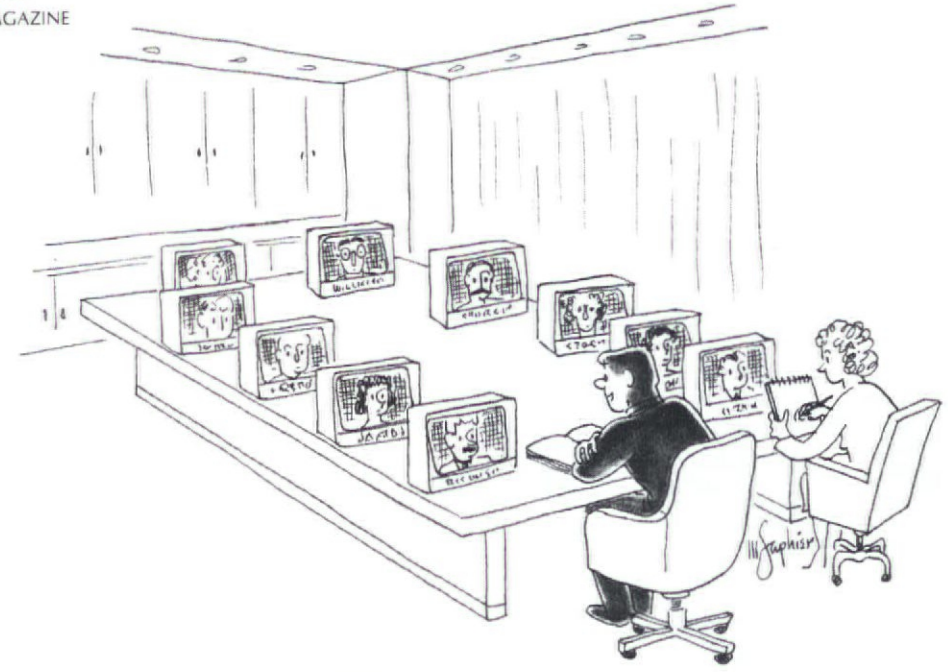


Suite 400, Americana Congress Hotel, Chicago, (above) was renovated to become the first guest suite within the Americana chain to be completely furnished with flame-resistant materials. Fabrics contain specially coated woven Fiberglas™ yarn and did not burn during performance tests (left).

designed for laughter®

by Michael Saphier

FOR CONTRACT MAGAZINE



"Good morning, ladies and gentlemen. It's good to see all of you at this July meeting of the Board."

You make the statement, we give you the vocabulary.

Imagine. Then let Haworth office interior systems afford creative expression.

If you wish to say "functional", yet round a few corners, our broad vocabulary of system panels, lighting, seating and componentry speaks well of you. A wide range of colors, fabric and texture options make yours a distinctive statement.

And for your authoritative expression, Haworth planning aids interpret nicely. We help you articulate with swatch kits and color selectors, templates, educational programs, product and planning support literature.

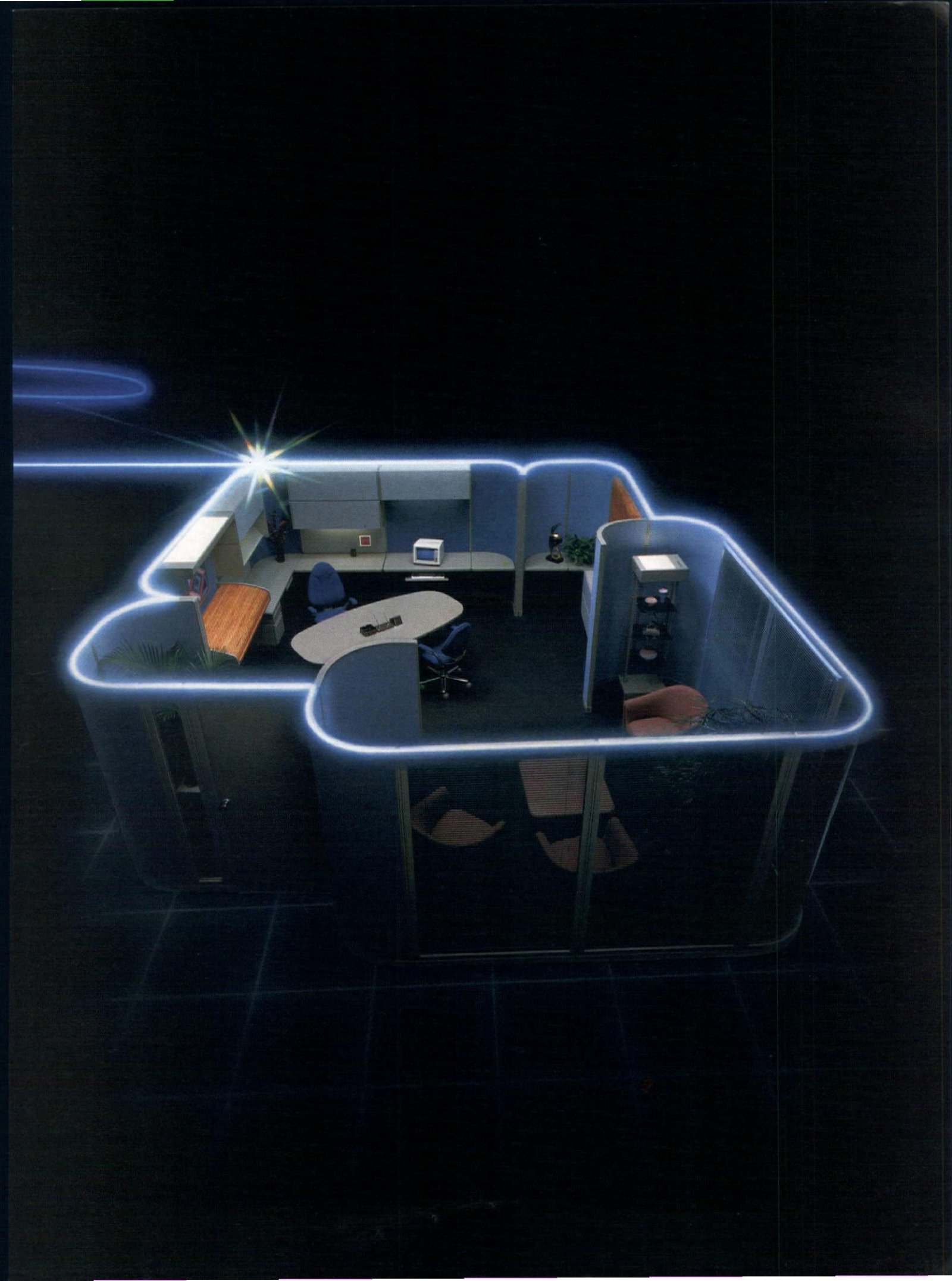
Send for your "Haworth Designer's Package" today: Haworth Inc., One Haworth Center, Holland, MI 49423.



HAWORTH

We're listening to you.

Circle 15 on reader service card



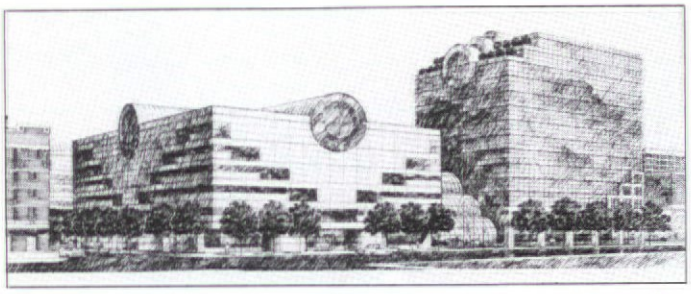


powerflex \paù(-ə)r-fleck*n.* **1.** a power-capable modular desk system designed to **a:** accommodate automated office equipment **b:** manage information media and **c:** provide an efficient work space for an office worker. **2.** features include **a:** six-wire power system at desk-top height; **b:** 5 heights of legal width drawers; **c:** field-interchangeable drawer positions; **d:** adjustable work surface inclination; **e:** large capacity concealed cord and cable storage area; **f:** power channel cover to organize desk-top accessories and eliminate work surface clutter; **g:** rounded work surface edges to increase user comfort. **3.** product is available for installation in early 1985. **4.** introduced and manufactured by JG– the office-worker's friend.

JG Furniture Systems A Division of Burlington Industries Quakertown PA 18951 215 536 7343

Circle 125 on reader service card

Design center comes to Denver



A 300,000-sq.-ft. design center is scheduled for downtown Denver by East/West Investment Partnership. Construction, planned to begin in early 1985, has an expected completion target of Spring, 1986.

Denver—Plans for a design center in lower downtown have been announced by East/West Investment Partnership, managing partners for the project.

The 300,000-sq.ft. Design Center/Denver will be constructed between Blake and Market streets and 20th and 21st streets. It will consist of six stories, featuring contract and residential furnishings.

Two floors of underground parking will be part of the mixed-use project on more than 2.5 acres. In addition, a 150,000-sq.-ft. office tower with restaurant and retail services is planned. Adding a touch of the outdoors is a skylit atrium and 7,000-sq-.ft. winter garden, available for exhibitions and displays.

According to developers, market research shows tremendous need for a design center in Denver; local designers and manufacturers, when polled, concluded that lower downtown is the best location for the facility.

Construction is scheduled to begin in early 1985, with completion planned for 1986.

Fire risks reduced in hotel suite

(Continued from p. 19)

with code-mandated, early-warning systems such as alarms and detectors, and has expanded to include fire suppression systems such as sprinklers and Halon extinguishers. The ultimate goal, however, is to prevent fire from starting in the first place."

Stringent codes met

Because the Americana wanted Suite 400 to meet the most stringent safety codes in the country, the suite was designed in coordination with the Chicago and Boston fire departments by Norman DeHaan.

"Boston's fire department is the only major city department with specific authority to regulate guest room furnishings in addition to finishes," explains Susan Jonas, Owens-Corning.

The Americana is currently monitoring guest responses to the new suite and has also begun installing individual flame-resistant materials including mattresses, bedspreads, drapes, and wallcoverings throughout its network.

Safety ashtrays and safety matches have also been introduced; the ashtray is designed so that cigarettes will fall into it if they are left burning unattended, and the matches burn to a specific point before self-extinguishing.

"The whole issue of codes and standards to protect the life, health, and safety of hotel occupants is of concern to all of us," says DeHaan. "With few exceptions, building codes do not yet address fire safety as an overall system. The lodging industry is in a position to go beyond the codes and provide an additional level of fire safety in its facilities."

IBD/CONTRACT competition closes Aug. 24

New York—The annual Product Design Competition, cosponsored by the Institute of Business Designers and CONTRACT Magazine, is accepting entries until August 24 from industry manufacturers of a wide range of commercial interior furnishings.

Judges this year are Eugene M. Daniels, IBD; James Guequierre, Skidmore, Owings & Merrill; Dale Fahnstrom, IDSA, Illinois Institute of Technology; and Gordon Sylvester, Henry Dreyfuss Associates. Judging will take place at IBD headquarters in Chicago from August 29-30.

Awards will be announced during Designer's Saturday in New York on Friday evening, October 12.

Commenting on the competition's thrust: to recognize innovation in product design, Eugene Daniels, national president, IBD, says, "Increasingly, designers are being held accountable for the products they create—are they going to hold up to the demanding standards of today's end-user? The IBD/CONTRACT Product Design Competition offers product designers a forum to demonstrate their responsiveness to the complex requirements of contemporary commercial settings."

Registration kits and details on the competition are available by contacting IBD, 1155 Merchandise Mart, Chicago, IL 60654; 312/467-1950.

DOY contract awards presented



The Interior Design Guild of South Florida's recipients of Designers of the Year awards are (l. to r.) Al Evans, Helen Mamber Levin, Michael Brosche, Rex Nichols, Toby Zack, and Louis Shuster.

Miami—Three interior designers whose projects include a medical center and boutique were recent recipients of the Interior Design Guild of South Florida's Designers of the Year Awards.

In the commercial/contract limited category for budgets of less than $35 per sq. ft., Helen Mamber Levin was awarded for her design of Parkway Regional Medical Center. She created a unifying rainbow theme via bold graphics and colorful panels.

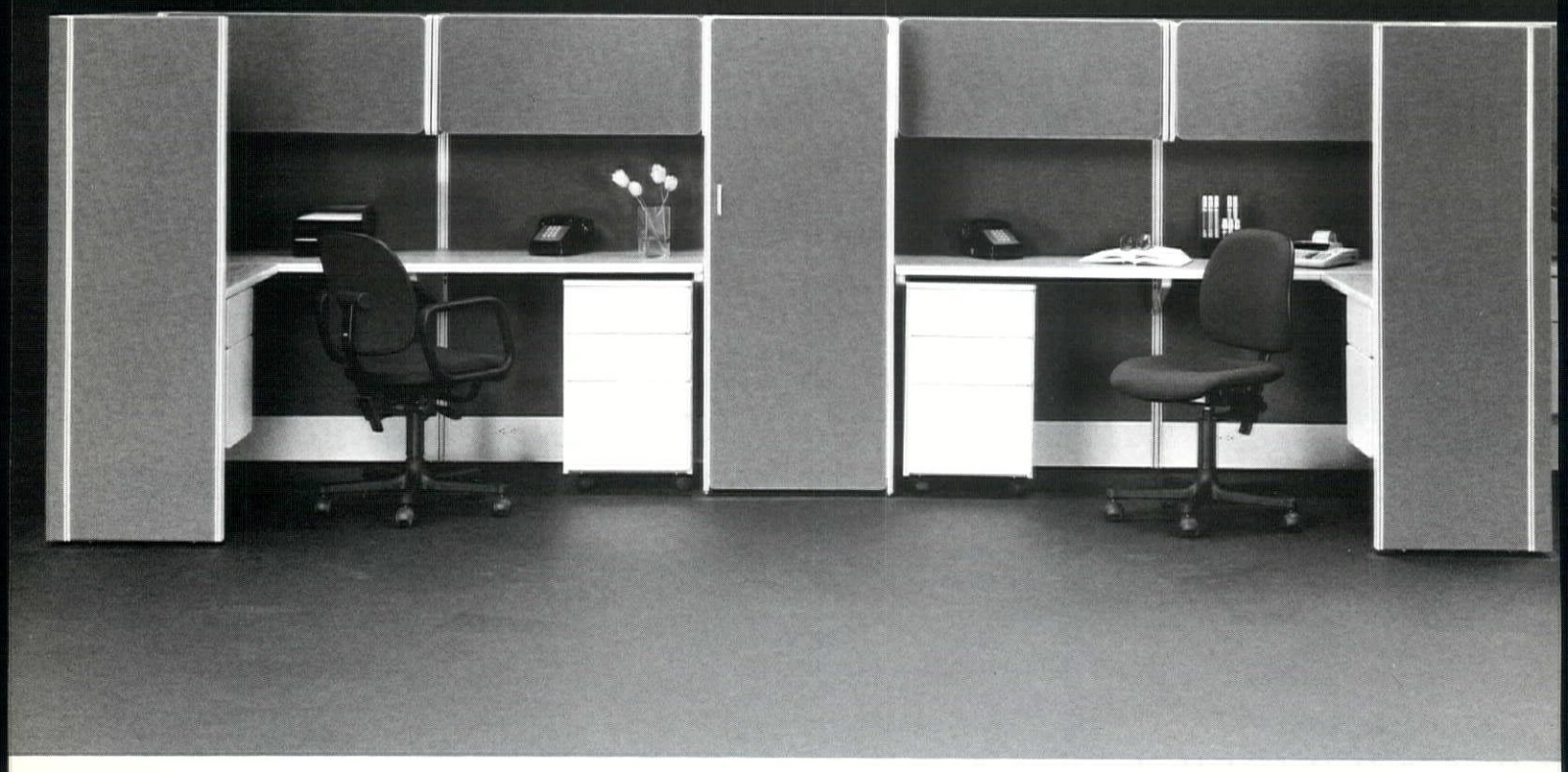
The design team of Michael Brosche and Rex Nichols received an award in the commercial/contract unlimited category for budgets exceeding $35 per sq. ft. for their design of Dance Centre, a dancewear and leisurewear boutique.

The design recalls a theatrical setting and features wood platforms, scaffolding, and stage lighting.

In addition to first-place awards, honorable mentions were awarded to several designers including Glenda Meister, commercial/contract limited category, and Howard Snoweiss, commercial/contract unlimited category.

Judging the competition were David Barrett, New York designer; Richard Shack, South Florida theatrical producer and art collector; and Laurinda Spear, architect and principal, Arquitectonica International, Miami.

State of the Art Design and Adaptability



ASPECTS SC *Singular Connector System* requires only one universal connector to connect panels to panels... panels to universal upright 2, 3, or 4-way...or 90° and 120° configurations.

ASPECTS SC has fabric wrapped 2" square uprights (plastic powder-coated with vinyl panels).

ASPECTS SC is a panel to panel system with true panel sizes, thus accommodating standard-size existing desks, and allowing for hanging components to be added later as desired.

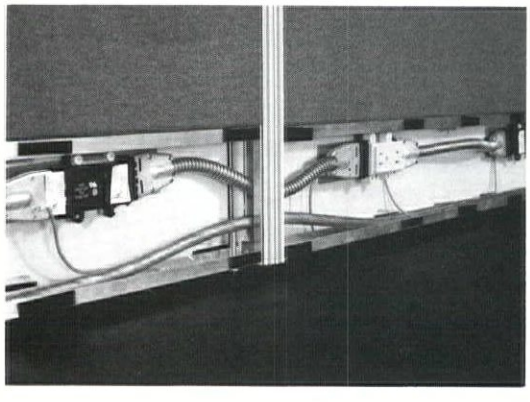
ASPECTS SC offers complete service and factory-trained installers as well as design assistance.

HERE'S WHAT MAKES ASPECTS SC™ EVEN MORE SPECIAL

Connect panels *with* raceway to panels *without* raceway. This allows for the use of the right panel in the right area, meaning large savings and a more aesthetic design.

Panel rails are full size, and do not stop at the top of the raceway, thus allowing for a much stronger as well as a *vertically straight* panel!

Full size 6" raceway: a huge space to accommodate electrical conduits, telephone wiring, ease of installation of duplex receptacles, and servicing of computer wiring.



One, two and three circuit capability: You specify your needs; ASPECTS SC has what you want.

Duo-lock snap-on cover: no tools are necessary to remove the ASPECTS SC plastic raceway scuff-proof cover. This reduces the expense of technicians who must get into the raceway area from time to time. The cover meets UL requirements and the new UL "Drop Test."

ASPECTS raceway and electrical system is UL listed.

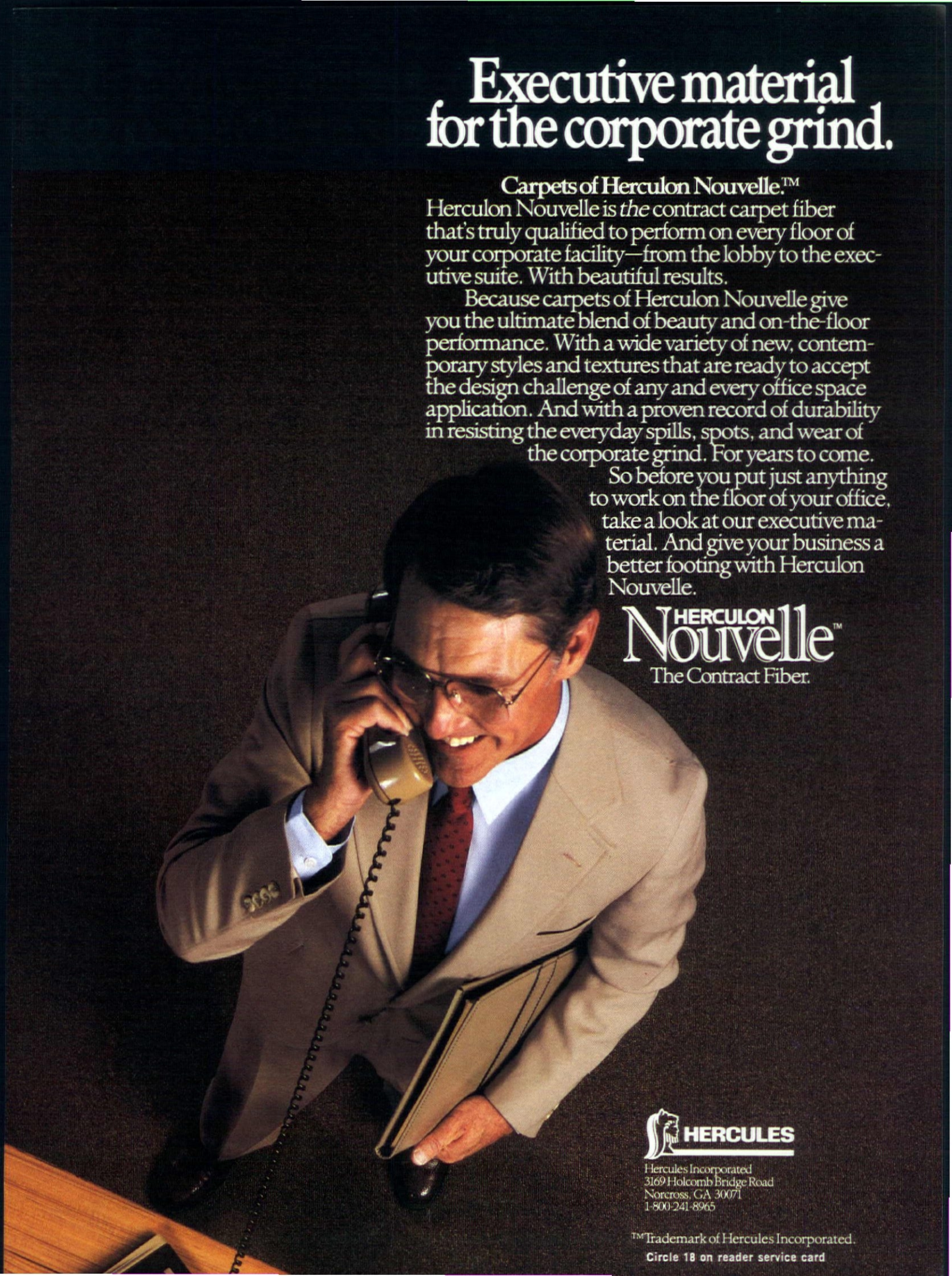
ASPECTS®



Headquarters and Manufacturing Facility:
11615 Pendleton Street
Sun Valley, California 91352
(818) 768-9000

East Coast Office and Manufacturing Facility:
Stamford Industrial Park Building #35
737 Canal Street
Stamford, Connecticut 06901
(203) 356-9081

Circle 84 on reader service card


Executive material
for the corporate grind.
Carpets of Herculon Nouvelle.™
Herculon Nouvelle is *the* contract carpet fiber that's truly qualified to perform on every floor of your corporate facility—from the lobby to the executive suite. With beautiful results.
Because carpets of Herculon Nouvelle give you the ultimate blend of beauty and on-the-floor performance. With a wide variety of new, contemporary styles and textures that are ready to accept the design challenge of any and every office space application. And with a proven record of durability in resisting the everyday spills, spots, and wear of the corporate grind. For years to come.
So before you put just anything to work on the floor of your office, take a look at our executive material. And give your business a better footing with Herculon Nouvelle.
HERCULON Nouvelle™
The Contract Fiber.
HERCULES
Hercules Incorporated
3169 Holcomb Bridge Road
Norcross, GA 30071
1-800-241-8965
™Trademark of Hercules Incorporated.
Circle 18 on reader service card

Expansions: Bush plans a 330,000-sq.-ft. bldg.

Bush Industries is planning a 330,000-sq.-ft. facility near Jamestown, N.Y., which will encompass corporate headquarters, a central warehouse, and a manufacturing plant . . . **The Wall Systems Group Inc.,** a Chicago manufacturer of office and plant partition systems, has expanded its product line with the acquisition of **M.E. Grogan Co.** The move enables the firm to offer its current line of laminate products in steel . . . **Hickory Leather Co. Inc.** is adding 15,000 sq. ft. of space to its present facilities, Vale, N.C.



Bush Industries has unveiled plans for a 330,000-sq.-ft. facility near Jamestown, N.Y. The structure will encompass corporate headquarters, a central warehouse, and a manufacturing plant in a 65-acre industrial park. Budgeted at $11 million, the facility will enable Bush to increase its manufacturing capacity as well as consolidate its operations.

SARA creates associate category

Chicago—The Society of American Registered Architects (SARA) has closed the gap between its student and professional membership categories with the creation of an associate member category.

The society defines an associate as "a person working toward architectural registration and working for, and under, the direct supervision of a registered architect."

Benefits of the new category include fellowship, educational opportunities provided by monthly meetings, and business contacts, among others.

As with the student category, associate members have all rights, privileges, and obligations of professional members with the exception of the right to vote, to represent SARA as a delegate, or use of the society's initials to identify membership. Dues are $50 per year.

Additional information about SARA and its programs may be obtained by writing SARA, 600 W. Fulton St., Chicago, IL 60606.

International Terra Cotta, Inc.



690 N. ROBERTSON BLVD.
LOS ANGELES, CALIFORNIA 90069
(213) 657-3752 / (213) 657-1051

TURTLE CREEK BUSINESS CENTER/109
1931 NO. INDUSTRIAL BLVD.
DALLAS, TEXAS 75207
(214) 744-1269

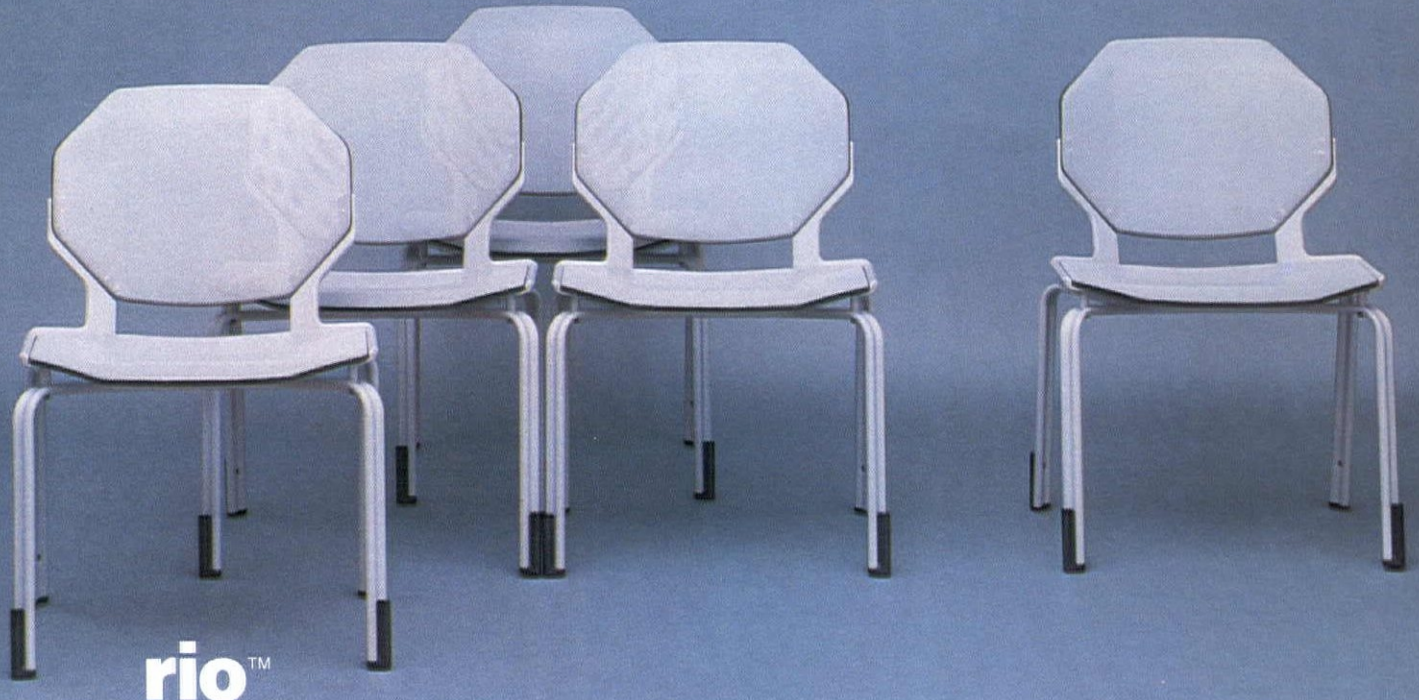
Circle 19 on reader service card

ATLANTA DECORATIVE ART CENTER/320
351 PEACHTREE HILLS AVE., N.E.
ATLANTA, GEORGIA 30305
(404) 261-4061

FIXTURES FURNITURE ART COLLECTION



LYNDA BENGLIS — *Aldebaran*, 1983
Bronze wire, zinc, copper, aluminum — 66x53x22
Gift of Fixtures Furniture
to the Nelson-Atkins Museum of Art, Kansas City, Missouri



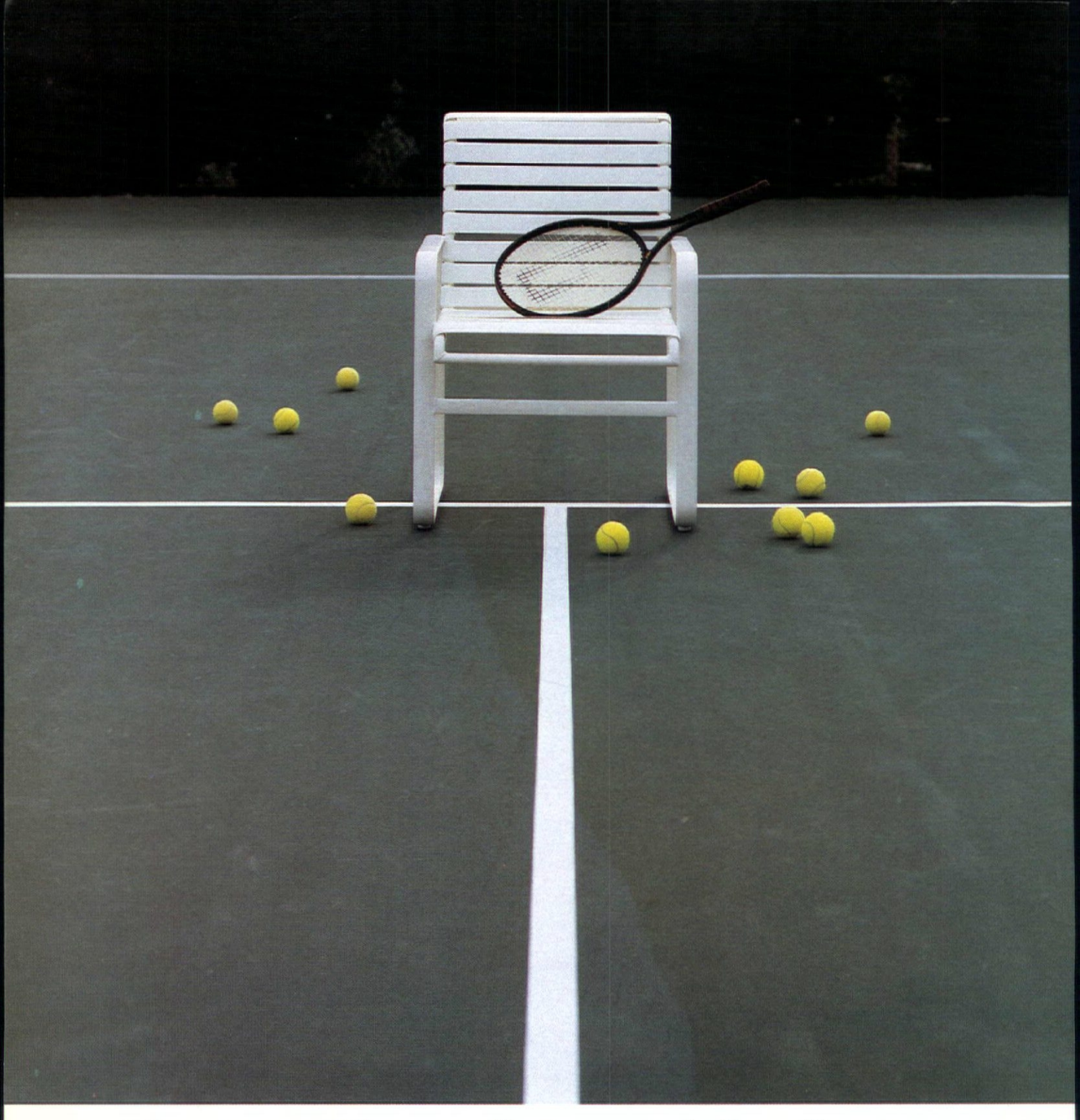
rio™

Like the brilliant sculpture, *Aldebaran* . . . the unique octagonal design of **rio** is captivating; its shape, dramatic! It combines warm woods, sparkling metals, vivid colors and rich fabrics in a functional and versatile seating system. Like *Aldebaran* . . . **rio** is no ordinary work of art!

FIXTURES FURNITURE

1642 Crystal, P.O. Box 6346, Kansas City, MO 64126-2825, 800/821-3500 • 816/241-4500, Telex: 434218 Fixtures KSC

Aldebaran art folders and **rio** presentation portfolios are available



Tropitone. The perfect match for all resorts.

The finest country clubs, resorts, and hotels all have one thing in common. They choose Tropitone outdoor furniture. Because it lasts. And continues looking as good as the day it was purchased. Which is the reason Tropitone turns up in such prestigious locations as Del Coronado Hotel, Disney World, and Caneel Bay.

Tropitone. It's the perfect match for all resorts. Everywhere.

Write for our free catalog today. Your files may be obsolete without it. Tropitone Furniture Company, P.O. Box 3197, Sarasota, FL 33578; 5 Marconi, Irvine, CA 92714

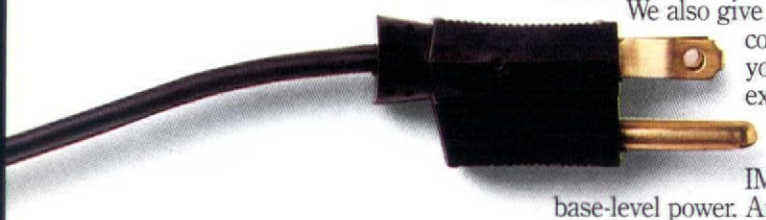
tropitone
Probably the finest.

Atlanta: 292-7359 **Chicago:** 644-6164 **Dallas:** 651-7013 **Denver:** 399-2922 **High Point:** 889-9962 **Houston:** 965-0123 **Irvine:** 951-2010 **Los Angeles DC:** 747-1601 **Los Angeles PDC:** 659-0116 **Miami:** 573-5114 **Miami:** 757-0659 **New York:** 753-3377 **Philadelphia:** 567-5663 **Phoenix:** 274-0878 **San Francisco:** 626-1075 **Sarasota:** 355-2715 **Seattle:** 763-0422

Circle 20 on reader service card



How to provide exceptional power and communications capability to the open office.



It's easy with Panel Concepts. Our SYSTEM 2PLUS™ gives you 3-circuit, 6-wire power distribution. So you can energize up to 39 duplex receptacles, from a single power source (13 per circuit). And the third circuit may be isolated as a source of "clean" power for EDP equipment or individual circuit switching, or used with an emergency power source.

We also give you modular power components that let you have your power exactly where you need it. There's our award winning IMPAC system for base-level power. And our Midline system for convenient desktop-level power. Plus you can combine these two systems for bi-level power and communications distribution.

Finally you get our exceptional raceway capacity that can accommodate over twelve 25-pair communications cables—even with the power components in place.

Of course, with SYSTEM 2PLUS, you also get easy installation, complete retrofit capabilities, and delivery times that are half the industry average.

For more information on our SYSTEM 2PLUS power and communications capabilities, contact Panel Concepts, P.O. Box 25100, Santa Ana, CA 92799, (714) 979-3680. For expedited service call toll-free inside California: **(800) 422-2101.** Outside California: **(800) 854-6919.**

panel concepts, inc.
A SUBSIDIARY COMPANY OF STANDARD-PACIFIC CORP.

We make it easy to do business.

™SYSTEM 2PLUS is a trademark of Panel Concepts, Inc.

Circle 21 on reader service card

Design tours visit Italy, Greece

San Francisco—Private appointments with Italian design staffs and visits to Greek architectural monuments highlight tours being offered to interior designers, architects, and related professionals from Travel By Design.

From September 1-22, participants on "Italy Inside: Interiors, Furnishings, and the Fair" will meet with Italian designers and craftsmen, visit restored and renovated residences, and tour furniture manufacturing facilities.

The trip culminates with three days at the Milan Furniture Fair where tour members may also attend social activities held in conjunction with the show.

Export consultants to the Italian furnishings industry will brief travelers at the beginning of the tour to help them take advantage of the trip's buying opportunities.

"Color Texture Form: Greece and the Islands," September 23-October 6, includes four days in Athens visiting major architectural sites, as well as the offices of Prokopis, restoration architects and interior designers, and Katoiken, furniture and interior designers.

The tour then continues to Meteora, site of abandoned Byzantine monasteries. Other architectural monuments on the itinerary include the Temple of Apollo at Delphi and the Minoan Palace at Knossos, Crete.

Visits are also scheduled to the islands of Mykonos, Hydra, and Santorini as well as to rug and textile studios.

For more information about the tours call Travel By Design collect at 415/864-6604.

Scholarship recognizes restaurant designer

Chicago—An architecture and design scholarship has been established at the Illinois Institute of Technology in memory of restaurant designer and manufacturer Sam Horwitz. It was set up by the Manfred Steinfeld Foundation.

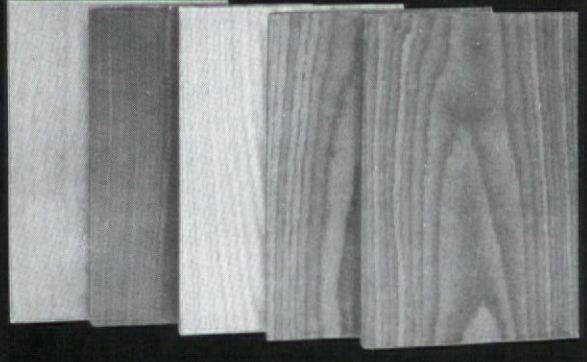
Horwitz died March 4 at the age of 84. At the time, he was founder and president, Equipment Manufacturing Co. of Chicago, a leading restaurant design, manufacturing, and installation firm.

With Steinfeld, he co-founded Shelby Williams Industries, a leading seating manufacturer, in 1954.

Licensing is focus of design meeting



Los Angeles—*California Senator Herschel Rosenthal (l.) discusses licensing bill for interior designers with June Brown, president, ISID, and Murray Feldman, executive director, Pacific Design Center.*



Wood veneers...
not wooden thinking!
Soar with the Eagle!

Eagle's experienced know-how in custom manufacturing of plywood and doors is available to the Architect, Interior Designer, and Wood Worker to assist in selecting veneer for wall panels, furniture panels and doors from our stock of more than 100 different species.

Eagle also features Vraibois . . . reconstituted veneer, a real wood. It provides unprecedented consistency and reproducibility of color and grain scheme — also unprecedented economy!

Learn more about our veneers, and our know-how. For a brochure about Vraibois, contact Eagle today.

EAGLE PLYWOOD & DOOR MANUFACTURERS, INC.

450 Oaktree Avenue: South Plainfield, N.J. 07080 • 201-668-1460 • TWIX 710-991-8364 ART VENEER

Real wood beauty and realistic prices. That's Eagle for you!

Member of A.W.I.

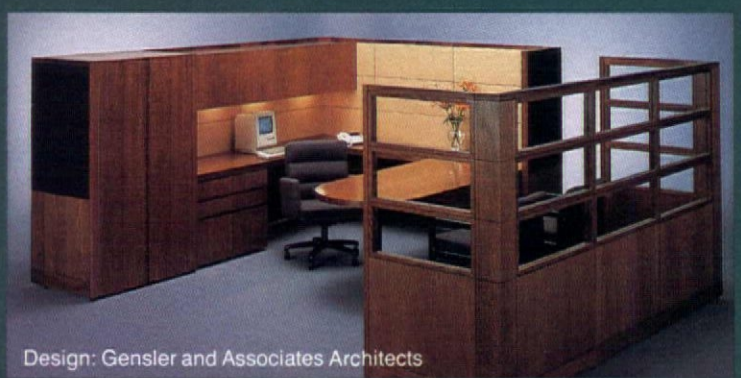
Circle 22 on reader service card

DOMAIN



Look at open office systems in a new light. Stretch your imagination with building block increments that grow into functional environments. Add a window; stair step a wall. Create space that is private without being confining. Domain is rich in light and color, warmed by finely crafted woods. Domain—a welcoming place to work.

Preview Domain during NEOCON
Showroom 9-108/9-112



Design: Gensler and Associates Architects

SCANDILINE

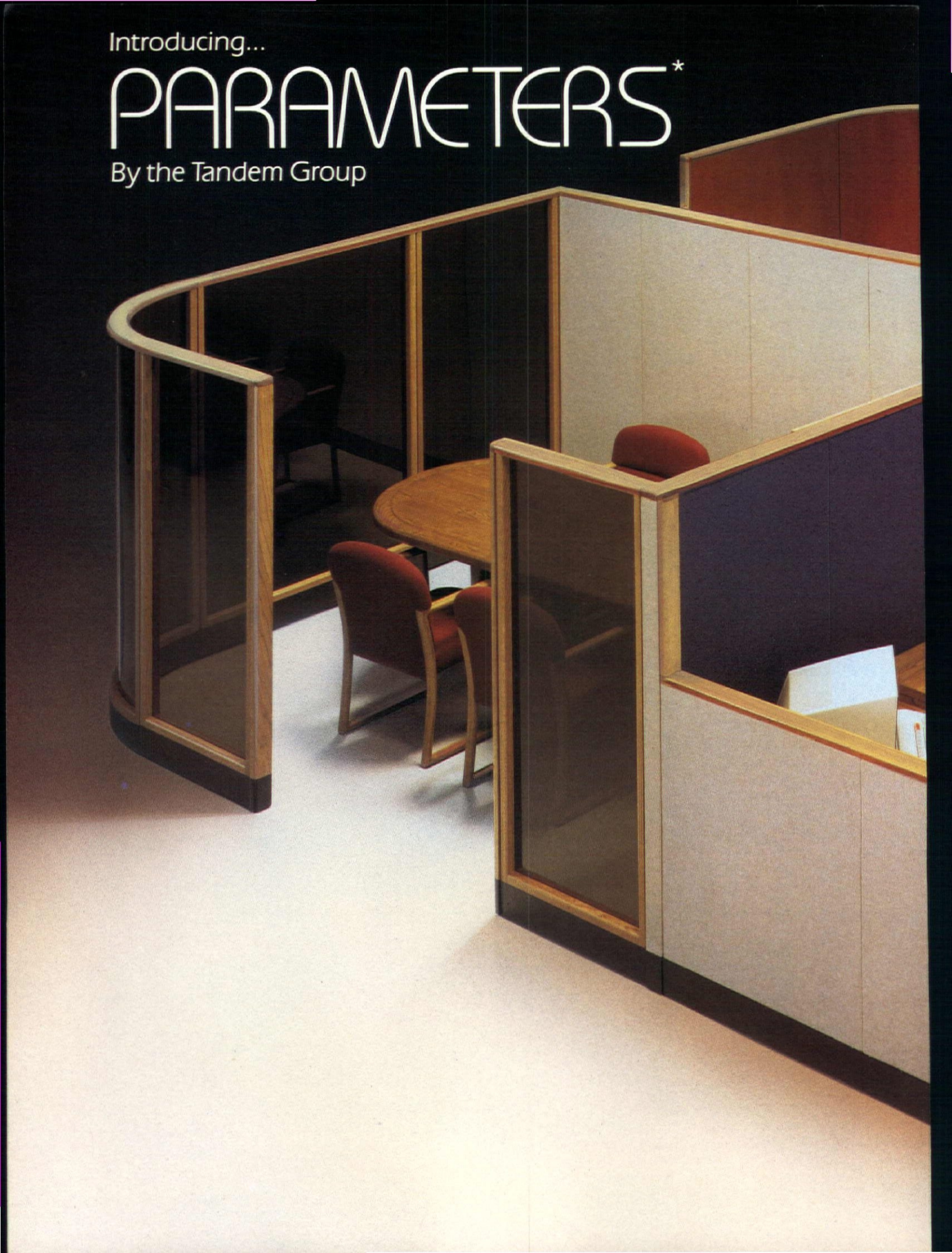
1217 West Artesia Boulevard
Compton, California 90220 (213) 537-6411

Circle 16 on reader service card

Introducing...

PARAMETERS*

By the Tandem Group





TANDEM GROUP

Tandem Group's new office systems are an extension of the style, quality and reputation Tandem has earned in fine desks and seating—long the choice of discriminating designers and contract buyers. Designed for the functional use of vertical planes, Parameters provides optimum storage, utility of accessories and styling compatibility with Tandem desks and chairs. The solid, sturdy look of Parameters belies its ease of installation and adaptability to changing office needs. Tandem insures your return on investment in durable, handsome office furniture for years to come.

PARAMETERS by THE TANDEM GROUP, INC.

6905 Aragon Circle / Buena Park, California 90620 / (714) 994-1441 / (213) 946-2418

* Patent Pending

Circle 80 on reader service card

Seminars scheduled for CAD conference

New York—Thirteen seminars have been scheduled for the sixth annual Computer-Aided Space Design & Management Conference, November 12-13, Omni Park Central. The event is sponsored by CONTRACT and *Facilities Design & Management* magazines.

A number of practical seminars are being offered including, "How To Evaluate Your Need For A Computer System," "How To Use A Service Bureau," "How To Manage A Project With The Computer," "How To Protect The System," "How To Negotiate A Computer System/Software Maintenance Contract," "How To Use Computers To Monitor Building Maintenance, Energy, & Security Systems," and "How To Work With A Consultant."

A "Survey Of Turnkey CADD Systems" will focus on available hardware and software systems, systems limitations, and systems selections, among other things. A "Survey Of Personal & Micro Computers For Facilities Management & Design" covers software for facilities planning/management, and addresses issues of availability and adaptability, as well as costs.

Attendees may also attend two "gripe" sessions being offered for computer system end-users. These include "End–Users Roundtable: Architects/Designers" and "End-Users Roundtable: Facility Managers."

Other seminars include "Computerized Real Estate Asset Management" and "Getting A System Up & Running: Pitfalls To Avoid." Registration information on the conference is available from Barbara Dales, Gralla Conferences, 1515 Broadway, New York, NY 10036; 212/869-1300.

Lectures explore architectural issues

New York—Arthur Drexler, director, department of architecture and design, The Museum of Modern Art, kicked off The Architectural League's newly established annual lecture series with a discussion of the future of modern architecture.

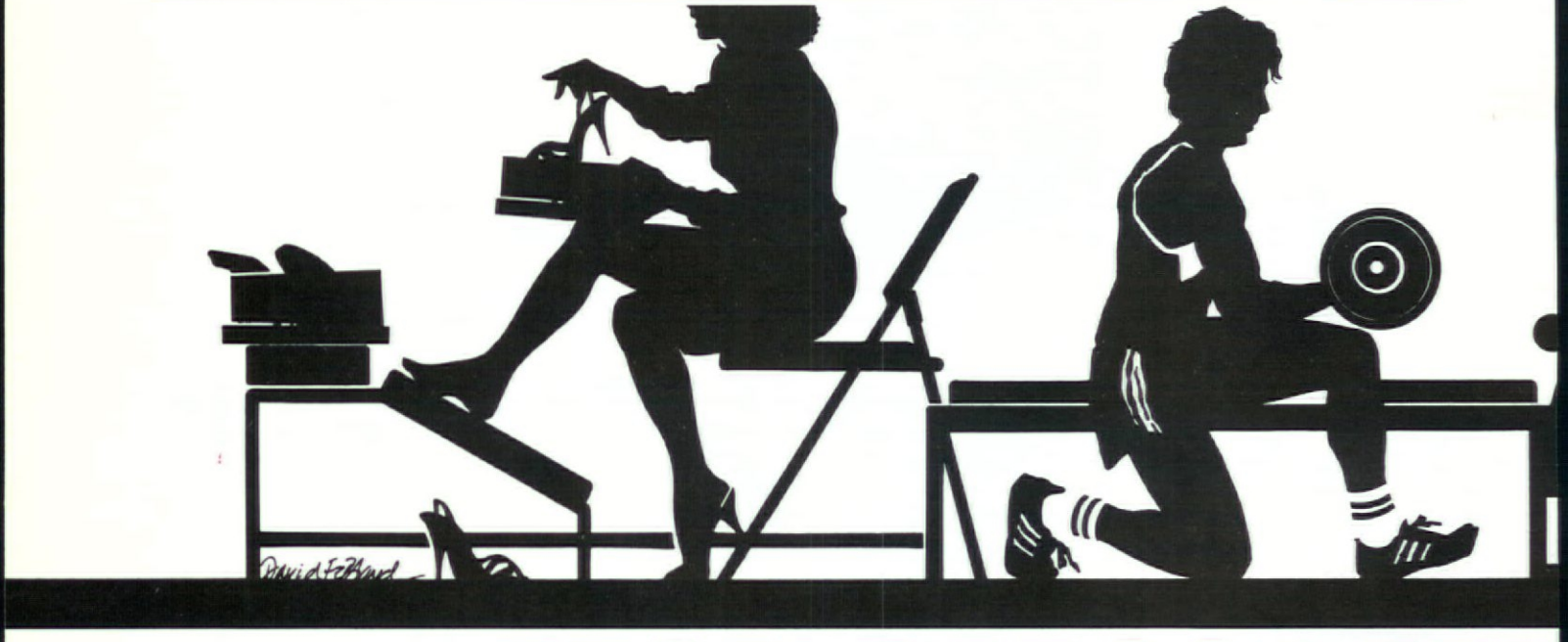
Supported by a grant from the Formica Corporation, the series explores controversial issues in contemporary architecture and design by world-renowned theorists and practitioners.

Additional information on the lecture series can be obtained by calling Betsey Feeley, The Architectural League, at 212/753-1722.

IFMA pinpoints key practices for managing facilities

Ann Arbor, Mich.—Participating in long-range planning, having management support, and immediate knowledge of decisions that affect facilities were cited by the International Facility Management Association (IFMA) as being key management tools for facility planners.

As determined by IFMA research, these three operating tools have significant im-



PEOPLE PROOF. PET

THE SYLGARD™ TREATMENT.

Heavy traffic, everyday spills, pets and more...they all can lead to offensive carpet odors, and shorten carpet life. That's where carpeting made with SYLGARD Antimicrobial Treatment can provide an important added value for contract installations. SYLGARD provides hygienic carpet freshness by inhibiting the odors and discoloration caused by bacteria, molds and mildew.

And unlike other treatments, the SYLGARD Treatment is permanently bonded to the carpet fiber.

pact on facility management practices; they are all related to maintaining a good relationship with upper management.

Other operational baselines deemed important include formal facilities policies and procedures, continuing education for staff, offices designed for specific job needs and individual work styles, regular reporting of departmental performance, and feedback from clients after projects are completed.

The findings support IFMA's contention that the workplace should be actively and strategically managed. The study also indicates that technical skills are secondary to management skills in the operation of high-quality facilities and departments.

In addition to identifying important management practices, the study also made certain correlations.

For example, it found that computer use has a beneficial effect on departmental quality, but bears no relationship to facility quality.

High rates of space change were found to have a negative effect on facility quality. Rate of change, however, had no relationship to departmental quality.

Findings were based on analysis of questionnaires sent to IFMA members during a two-year period. Questionnaires included sections on 14 facility factors, 18 facility management department factors, and 20 management practices.

For more information, contact IFMA at 313/994-0660.

Exhibit features HLW's early work



New York—*Renderings of Haines Lundberg Waehler's early work are selected for display in The Cooper-Hewitt Museum by the firm's managing partners (l. to r.) Robert Djerejian, Martin Raab, and Michael Maas.*

OFFICE '84 focuses on high technology

Washington, D.C.—OFFICE '84, a new conference and exhibition for furnishings environment and design will focus on the integration of technology into the office environment. The conference, a companion to the recently held Workspace '84, is scheduled for October 23-24, Washington Convention Center.

A variety of subjects have been planned, including the balance of the office environment and corporate needs, Federal office supplies, health at work, and living with automation in today's and yesterday's office.

Speakers will include leading personalities in the interior design and office furnishings industry.

A concurrent trade exhibition will showcase a wide range of innovative products and services such as computer support furniture, open plan systems, corporate office furnishings, and floorcoverings. Further information on the show can be obtained by contacting Tony Lee at 212/986-4700.



PROOF. ODOR PROOF.

It won't wash out, even after repeated cleanings.
The SYLGARD Treatment. The hidden value in today's finest carpets.
For more information, write Dow Corning Corporation, Dept. A4005, P.O. Box 0994, Midland, MI 48640-0994.

DOW CORNING®

©Dow Corning Corporation 1984.
SYLGARD is a trademark of Dow Corning Corporation.
DOW CORNING is a registered trademark of Dow Corning Corporation.

Circle 24 on reader service card

C I R C U I T

CIRCUIT–306, 307.
Smart new fabrics and plushy upholstery combine gracefully with sculptured oak or walnut. Luxuriously comfortable.

Hayes has a large selection of contemporary seating—for conference, office and lounge areas.

For more information, your area representative, a catalog, the Hayes Fabric Collection, contact:

Hayes, 1036 47th Avenue
Oakland, California 94601
Toll-free, 800 922-7876
In California, 415 534-4511

Circle 25 on reader service card



Design: Ray Zimmerman

H A Y E S

NEVINS

***THE* NAME FOR METAL CONTAINERS**









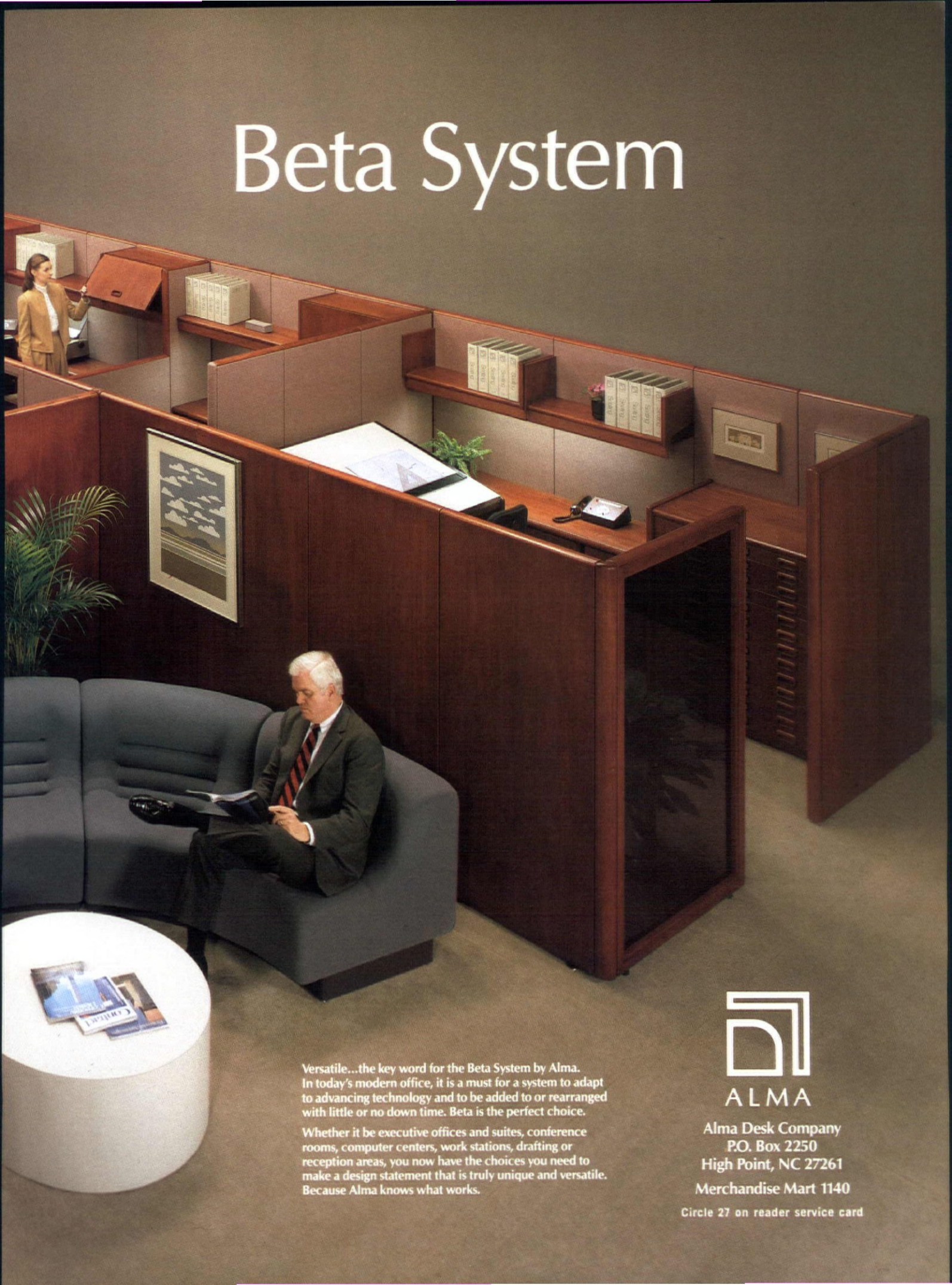


NEVINS WORLDWIDE INC. 4342 WEST 12TH STREET HOUSTON, TEXAS 77055

Circle 26 on reader service card



Beta System



Versatile...the key word for the Beta System by Alma. In today's modern office, it is a must for a system to adapt to advancing technology and to be added to or rearranged with little or no down time. Beta is the perfect choice.

Whether it be executive offices and suites, conference rooms, computer centers, work stations, drafting or reception areas, you now have the choices you need to make a design statement that is truly unique and versatile. Because Alma knows what works.

ALMA

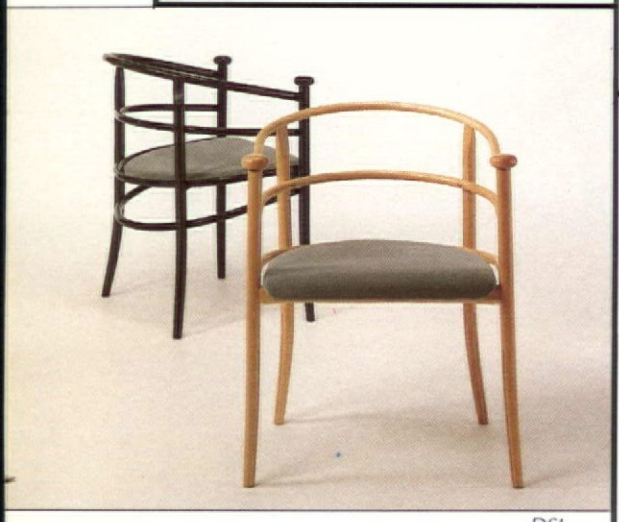
Alma Desk Company
P.O. Box 2250
High Point, NC 27261

Merchandise Mart 1140

Circle 27 on reader service card

By **EVELYN CLARK**

SCANDINAVIAN FAIR FOCUSES NEW PRODUCTS ON CONTRACT MARKET



DSI

Increased interest in the contract market, in American buyers, and in furthering experimentation with new materials and color are among the trends exhibited recently at the Scandinavian Furniture Fair, Bella Center, Copenhagen.

As in recent years, there was evidence throughout the fair that more manufacturers are focusing on the contract market with products of high design quality and function, many with luxurious detailing.

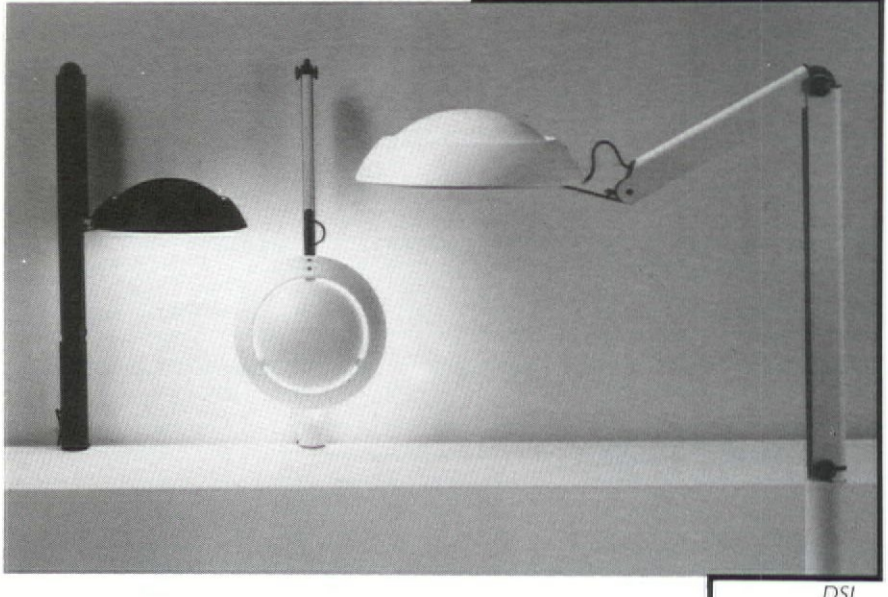
Many manufacturers are addressing themselves to specific requirements of the American market as trade abroad continues to grow at a fast pace. If impressive 1983 figures for increased production and exportation reported by Scandinavian countries—Denmark, Finland, Norway, and Sweden—are an indicator, 1984 should be a banner year for these furniture manufacturers.

The Finnish Furniture Export Association reports a total of $144 million in exports for 1983, with $6 million in U.S. exports. The Danish Furniture Association notes that there has been an increase of 49 percent in exports to the States, bringing the total to $120 million in 1983.

While these figures represent in greater part exports for the residential market, more refined and beautifully crafted furniture for contract application is coming from a corps of top factories. Some of the inspiration for craftsmanship is credited to the Cabinetmaker's Exhibition group which encourages experimental and innovative designs from its designer members and selective production by manufacturer members.

Natural woods, dramatic colors

A sense of esthetics for furnishings of the '80s seems to be emerging. Pristine, handcrafted chairs are softened by subtle curves. Color, as expressed by the Finnish designer, Yrjo Kukkapuro, adds a sense of joy to otherwise clinically simple chairs, a somewhat



DSI

DSI—Bent beechwood forms graceful Ellinor chair designed by Stig Lonngren for Broderna Zetterman. Available in selection of colors, with back and arm pads. **Circle No. 369.**

DSI—Produced by Vindrose PanDul, an all-purpose lamp attaches to table, wall, or stands alone. Designed by Jorgen Gammelgaard for The Cabinetmaker's Fall Exhibition, 1983, it is offered in white, black, or red. **Circle No. 370.**



Schiang

post-modernist fillip. A combination of poster-bright colors enlivens other seating.

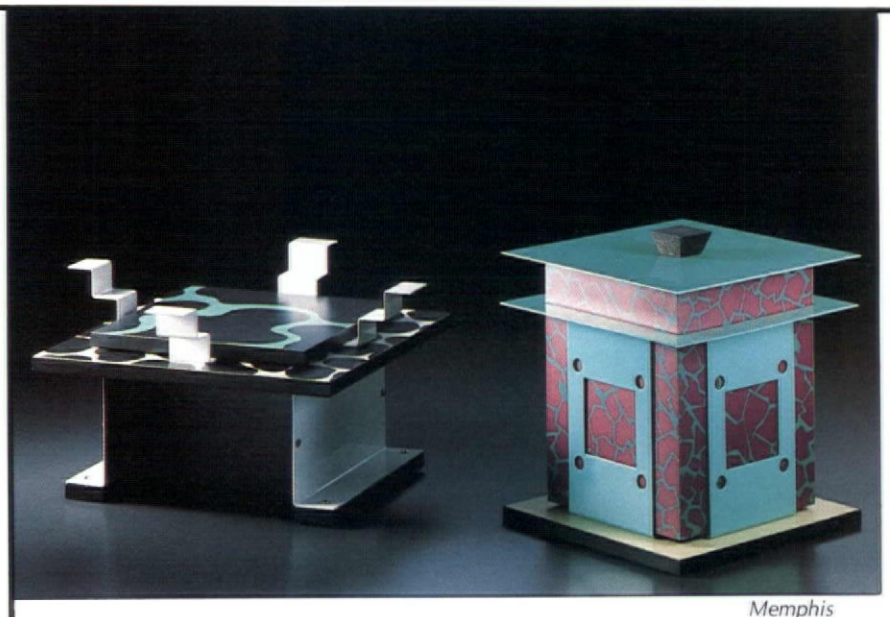
At the other end of the spectrum, white, gray, and black are seen in lacquered or stained finishes and in glove-soft leathers to make a sophisticated statement.

Natural mahogany is a popular wood, as seen in a desk and base of an executive chair designed by Hans Wegner for Johannes Hansen. An office group by Rud Thygesen and Johnny Sorensen was shown in natural mahogany at this market.

Storage cabinetry, computer support designs—from a simple KD unit to sophisticated, ergonomically researched units—and seating remain the major categories for contract use.

Flexible wall systems, incorporating wall panels and shelves as well as cabinet components, were especially newsworthy for the contract market. "Accenta" by Expo Competence, Bang & Olufsen is as decorative as it is functional in hiding wires or supporting heavy weight. Zimba at Dux offers an optional low-platform component

(Continued on p. 42)

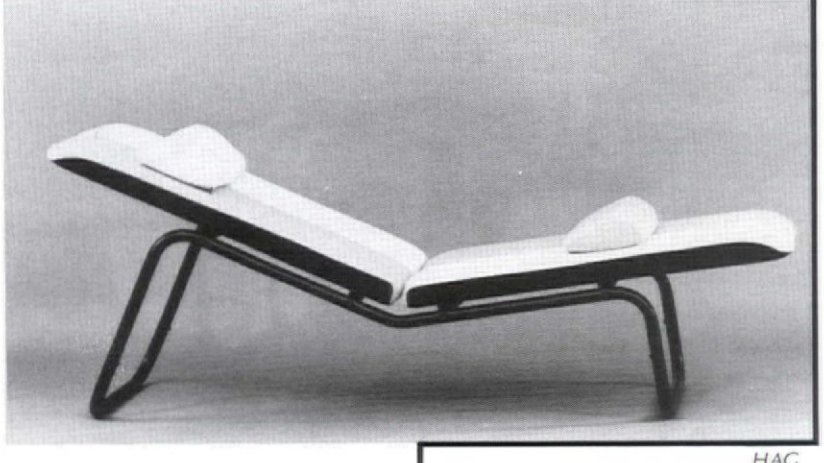


Memphis

Schiang Collection—Stackable letter files, some on wheels, are part of Jorgen Gammelgaard's collection of storage systems. **Circle No. 371.**

Memphis Group—Small-scaled objects were featured at the International Gallery, Asbaek, Copenhagen, during the week of the fair. They are designed by Nathalie DuPasquier and George Sowden for the Milan-based concern. **Circle No. 372.**

HAG—Split is one of several "rest line" units produced by the firm. Pitch of tubular base and upholstery reflects research of physicians who collaborated with designers. This chair was introduced at NEOCON by HAG, USA. **Circle No. 373.**



HAG

Interest in U.S. market grows

(Continued from p. 41)



Beylerian

as well as shelf and cabinet elements that are wall-hung with separate panels.

Ergonomics is byword

Ergonomics was a byword at many stands, particularly for producers of chairs and computer support systems. As Alan Rudd, Rudd International, Washington, D.C., points out, "We have a lot to catch up with in the ergonomic furniture category. We're just beginning to deal with the ramifications of the most revolutionary invention of our times—the computer." He notes that a new computer support system his company represents is now being produced in the States.

Two Norwegian companies have been specializing in ergonomic seating that takes on new forms and dimensions. The "Saddle" chair is the latest office chair to come from HAG. While a series called "Split" offers any number of reclining or semi-reclining

(Continued on p. 44)

Beylerian—Sirkus series of chairs is designed by Yrjo Kukkapuro. Produced by Avarte, chairs feature form-pressed seat and back of birch veneer. **Circle No. 376.**

Fritz Hansen—FMs series is designed by Friis & Moltke and features conference tables and chairs in maple or beech oak with selection of stains. **Circle No. 378.**

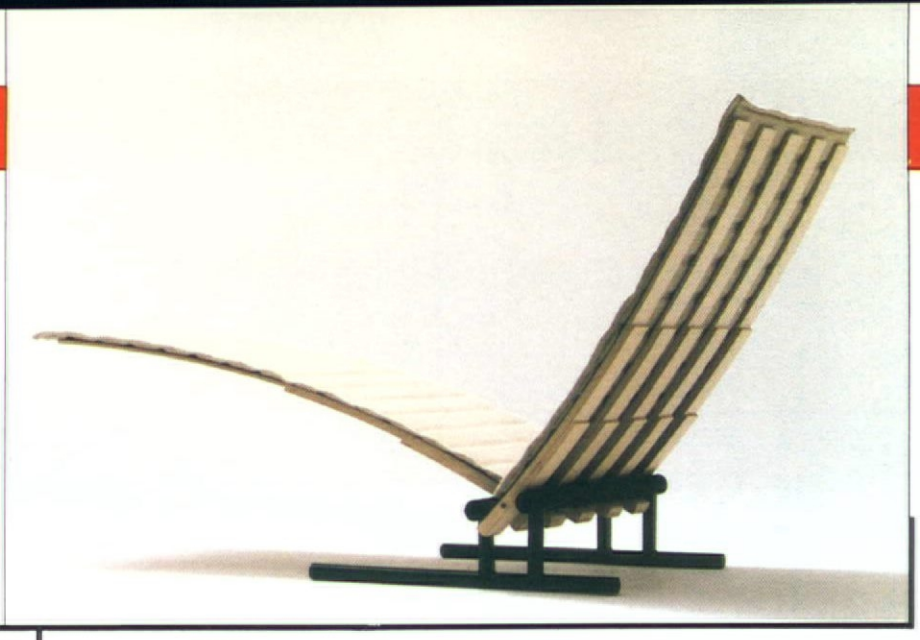
Stendig—Pierced metal seats and backs on metal frames form Chair 52 series in three heights designed by Lindau & Linderkrantz for Lammhults. **Circle No. 377.**

Stendig



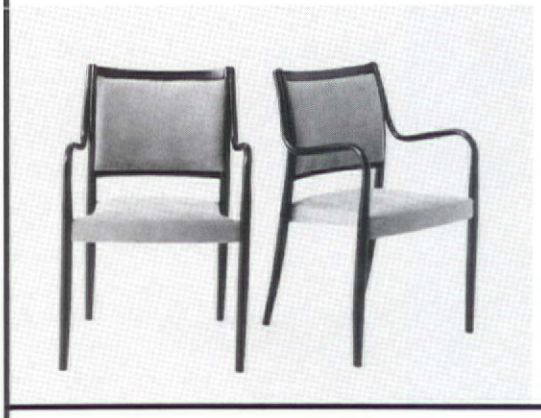


Fritz Hansen



DSI

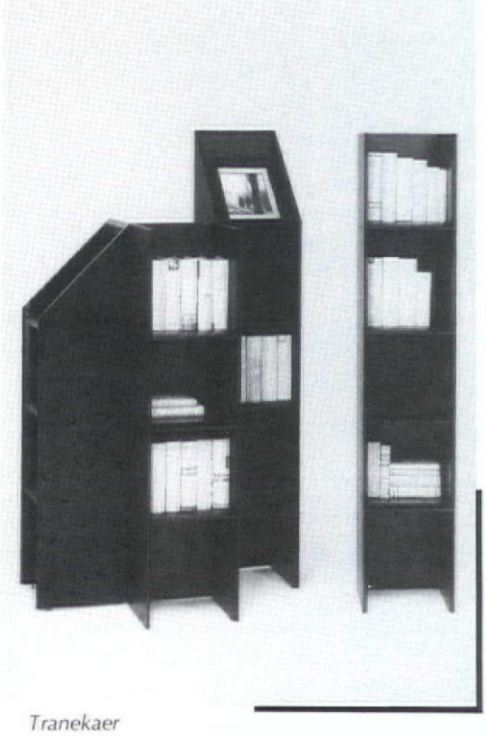
DSI—Black or natural canvas upholstery on a birch frame is employed by Erik Krogh in this cantilevered chaise. **Circle No. 379.**



Dux

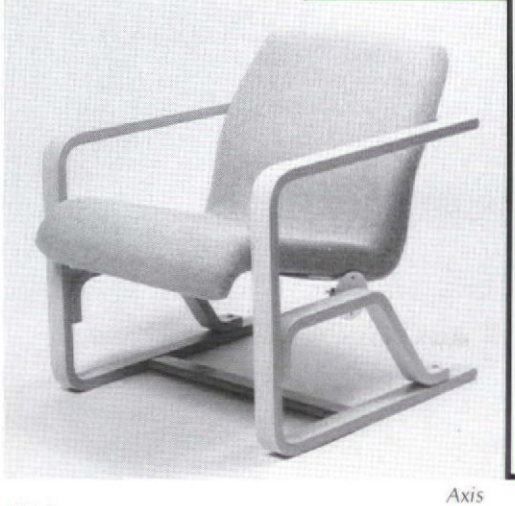
Dux—Kenneth Bergenblad designs open-arm chair called Kockett 84. It is shown here with black lacquer finish on wood frame with ultrasuede upholstery. **Circle No. 381.**

Tranekaer Furniture—Slim bookcases cluster in the Iris Ritmo design by Bob van den Berghe. Available in natural ash with black, white, or gray finishes. **Circle No. 382.**

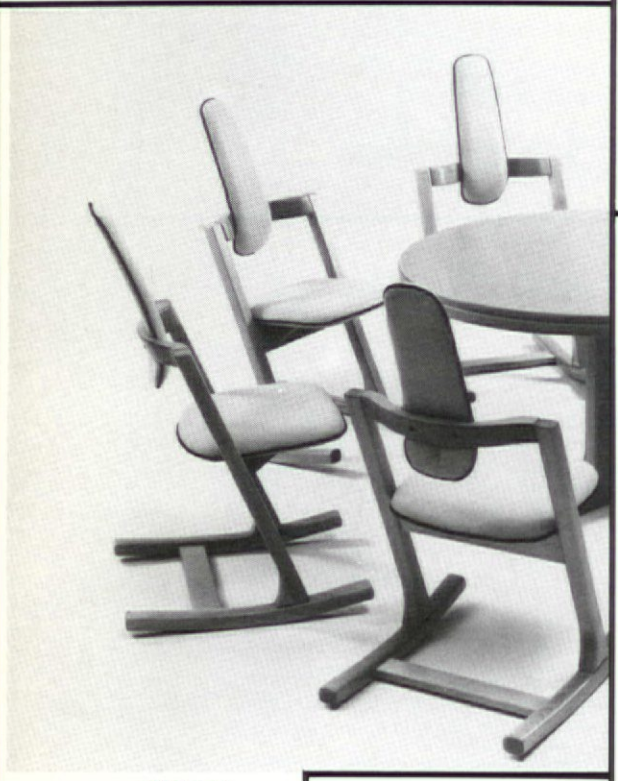


Tranekaer

Axis—High- and low-position options are available in this chair design for the Icelandic firm by Petur B. Luthersson. **Circle No. 383.**



Axis



Westnofa

Westnofa—Model Pendulum is a minimal rocker. Introduced at NEOCON this year, the wooden frame chair is geared to office and restaurant use. **Circle No. 375.**

HAG—Saddle chair is newest ergonomic design by Peter Opsvik. In view shown, Opsvik demonstrates how it might be used in office settings. **Circle No. 374.**

Bang & Olufsen—Accenta wall system from Expo Competence is made of heavy-gauge aluminum alloy posts and cabinet units. **Circle No. 380.**

More manufacturers at NEOCON

(Continued from p. 43)

positions that have been researched with a panel of physicians.

At Westnofa, a small-scale ergonomic rocker, "Model Pendulum," drew lots of interest from buyers. Lene Rasmussen of Westnofa comments that this show was a good preview for the NEOCON show, saying, "We found that people are more willing to pay for quality and well-researched design."

Indeed, more manufacturers indicated that they were exhibiting at NEOCON. Among the new companies at the Chicago Mart last month was Gote Mobler of Sweden, making its debut in the contract market. On the other side of the coin, one American company, Moser, set up a stand in the international section of the fair.

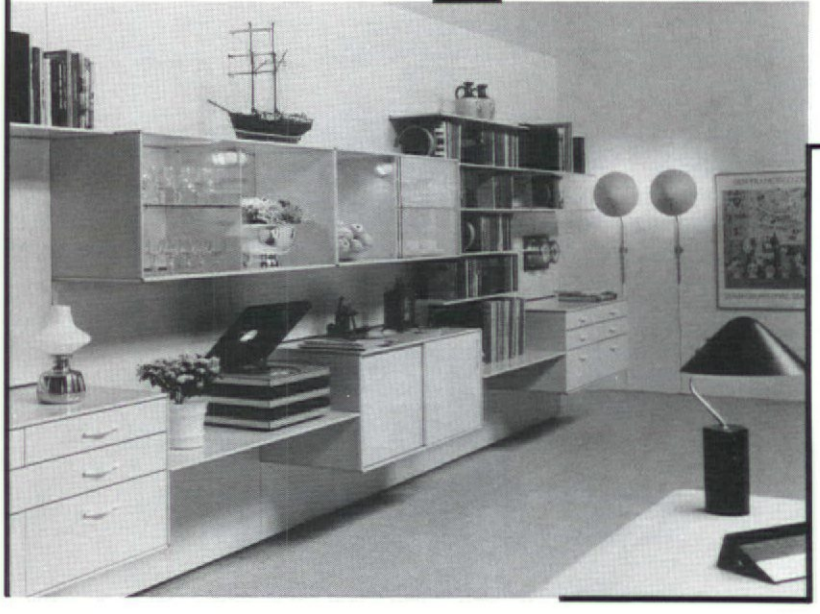
During the fair, a special event announced the first awards presented by

HAG



the newly formed Karin and Bruno Mathsson Foundation. The master designer and his wife, along with the foundation's board, honored designers who have created furnishings and apparel for handicapped persons. The six recipients all reside in Scandinavia. □

Bang & Olufsen



Corporate images

Progressions Office System

Work in a manageable system on the way to the top. The Progressions open office system.

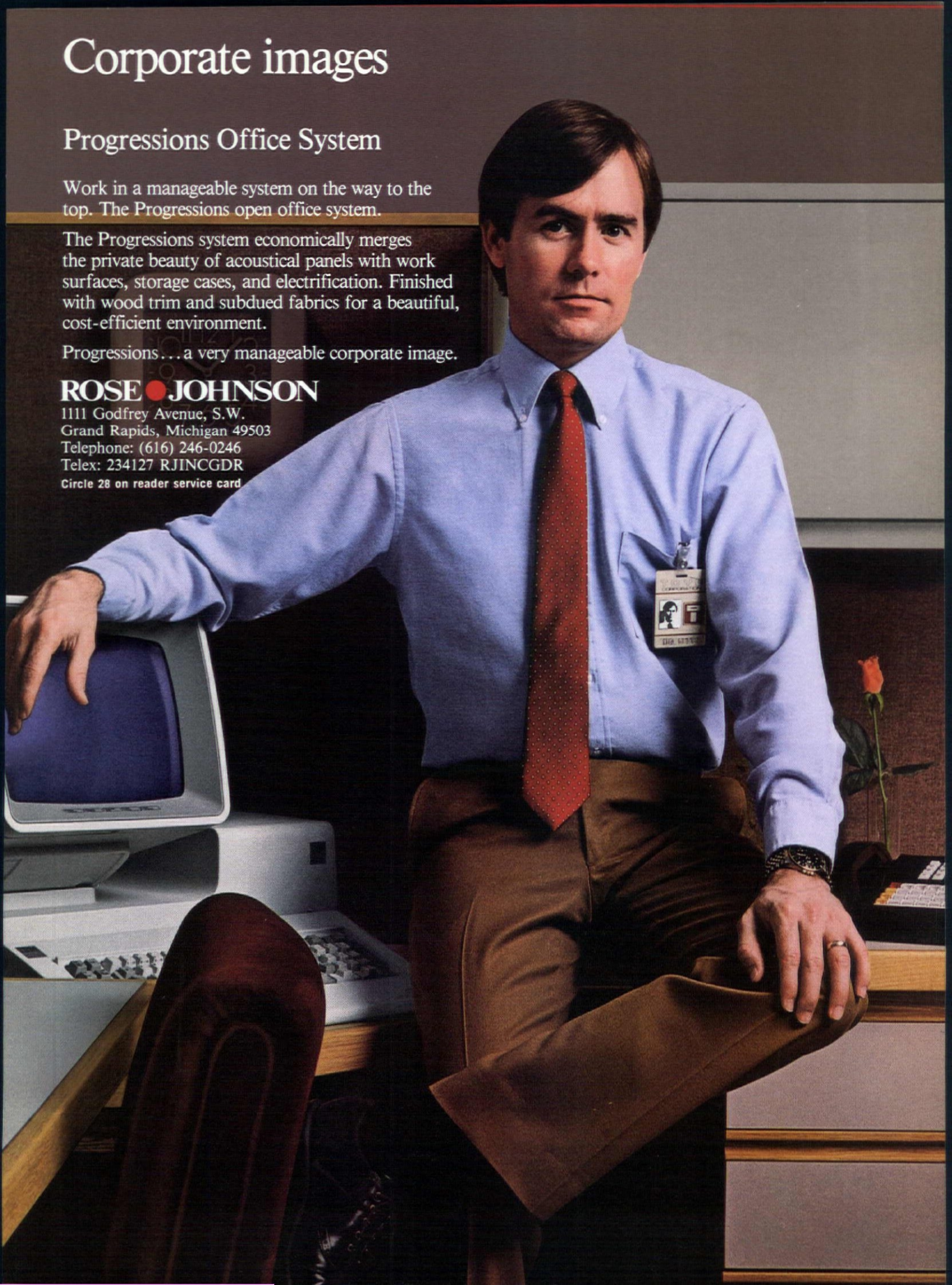
The Progressions system economically merges the private beauty of acoustical panels with work surfaces, storage cases, and electrification. Finished with wood trim and subdued fabrics for a beautiful, cost-efficient environment.

Progressions... a very manageable corporate image.

ROSE ● JOHNSON

1111 Godfrey Avenue, S.W.
Grand Rapids, Michigan 49503
Telephone: (616) 246-0246
Telex: 234127 RJINCGDR

Circle 28 on reader service card





WUNDA WEVE®



THE IMAGINATIVE SOLUTION

CONCEPT: Updated traditional in the Zeta Tau Alpha showhouse, Houston, Texas.

DESIGNER: Carl Mitchell of Wilds & Mitchell Design, Inc.

COMMENT: "The proportions of the room were very grand. I felt it needed lightening, a mixture of fine antiques with contemporary fabrics and carpeting. I thought I might have to use custom-dyed carpet, but Wunda Weve had, in stock, just the shade I needed. Not only is it beautiful, it's Anso® IV nylon, so I know it's going to wear well, too."

CARPET: Wunda Weve "Cardigan."

FROM THE IMAGINATIVE WORLD OF

DAN RIVER™

National Trade Firm member IBD

Member of Industry Foundation ASID

Circle 29 on reader service card



Calcutta is a part of Brown Jordan's cast aluminum group of fine furniture.

Calcutta. Art...or furniture.

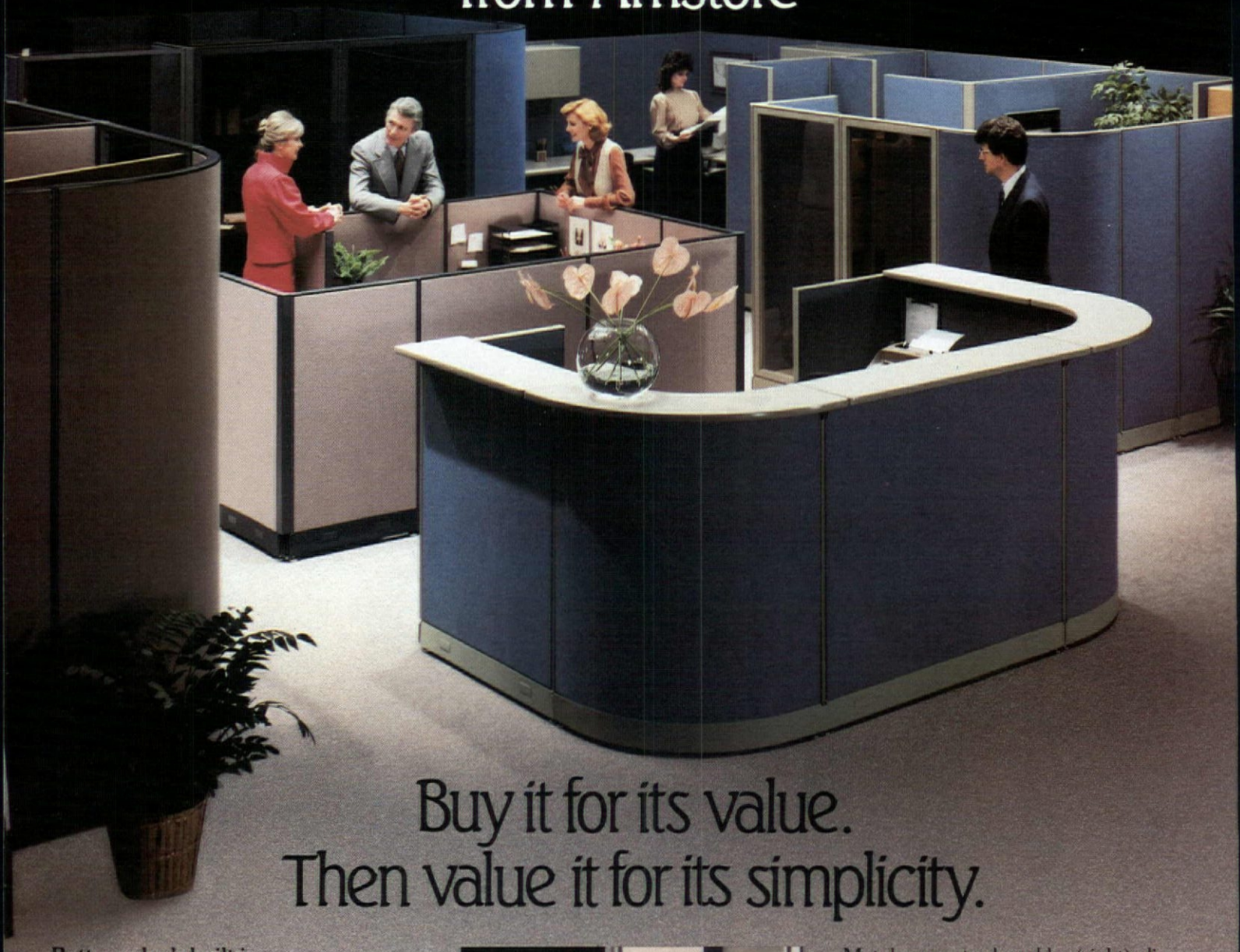
From a position of design and craftsmanship, Calcutta is pure art. From a position of utility and value—practical furniture. All Brown Jordan furniture groups start with design, beautiful design to satisfy high esthetic values. Then all-welded construction, meticulous hand crafting, and our exclusive UltraFuse finish make it practical furniture. Beautiful enough for the finest residence...rugged enough for the most popular restaurant.

Write for 68-page, full-color catalog. Brown Jordan Rattan, Dept. DX772, P.O. Box 5688, El Monte, California 91734.

Showrooms: New York City · Chicago · Los Angeles · San Francisco · Dallas · Miami · Washington D.C. · Atlanta · Seattle · High Point

Circle 33 on reader service card

The Option One open office system from Amstore



Buy it for its value. Then value it for its simplicity.

Better value's built in.

Compare Option One with any other open office system, and its value *really* shows.

First, Option One has a superior appearance—as well as the rigidity, and sound and fire ratings you expect from more expensive systems.

Second, it does something most other systems don't do, regardless of their cost: Option One works with your existing furniture. So you not only get the benefits of a reasonably-priced open office system, you get ongoing value from current equipment.

Simplicity for better function.

Well-thought-out simplicity makes Option One easy to plan, install and rearrange.



Metal connector knuckles (right) align and space panels. And a basic connection device, a durable plastic hinge (left) joins panels, regardless of how they're angled or configured.

The simplicity continues: Option One consists of a limited number of carefully chosen components, so it's just as flexible as other systems that are much more complex. This means you can tailor an Option One work station to almost *any* office job function you can think of, so you save on planning, ordering, installation and inventory costs.

Exercise your option now.

Put Option One to work in your offices. Call or write for our brochure.

amstore

Old Norris Road
Liberty, SC 29657
(803) 843-9327

See Option One at NEOCON Space 864

Circle 31 on reader service card

CONTRACT QUOTES

UNDERSTAND CHANGE, DON'T FIGHT IT



Sheila Murray Bethel
President & Owner
Getting Control Inc.
San Francisco, CA—

"There are a number of things to remember if one is to successfully cope with change. Number one, don't fight it. The older we get, the thing we resist most is change. But, change is consistent. It's always with us. Second, it's not necessary that one like the change that's going on, but it is necessary to understand it. It's also important to be an optimist because when things are changing, a lot of emotions are involved and people tend to look at the negative side. Be a communicator. Hear the body language not just the words. There is genius in simplicity, and in times of change, the person who can say it clearly and simply is the person who will rise above and who is looked to for leadership. Remember to keep the change in perspective. The steady and the strong survive the best."

PROFESSIONALISM TESTED IN TWO-CLIENT PROJECTS



Laura Horstman
Vice President,
Facilities
Allied Bancshares
Houston—

"When our firm looks at sites for new offices, it always seems like a good idea to hire the building architect as our interior designer. However, if it is the first time we have worked with this architect and the building developer is his/her repeat customer, we may wonder who will get the best service in this project. I realize that we are all professionals and should be targeting our services to who's paying the bill; yet, we are also looking in the direction from which the next job is coming. It is difficult for an architect to be both base building planner and a tenant's space designer, particularly when the two clients' needs don't match. Often, tenants will ask the architect to negotiate with the developer to get amenities added to the standard building plan. If the architect is concerned that the developer will object to these negotiations, he may refrain from getting involved out of fear that he will not get the developer's business again."

DESIGN TEAMS PERMIT EXPERTISE EXCHANGE



Bill Burwell, AIA
Director,
Interior Architecture
Morris Aubrey
Architects
Houston—

"Design teams comprised of both junior and senior staff members who work together throughout all phases of a project's planning afford young designers the opportunity to benefit from a planner's experience. Our firm finds this approach to planning particularly essential in tenant development projects. Because of the complexity of the criteria that arises in these projects, a senior staffer is usually required to sell the design concept to the tenant. He/she is also useful in determining what the tenant's demands are and negotiating with the building developer. The junior staffer gets deeply involved in the technical side of the project, utilizing the information garnered by the senior planner. Thus, the young designer learns a great deal about a given project, develops the expertise to handle the follow-up on his own, and can apply this knowledge to the next job in which he functions more autonomously."

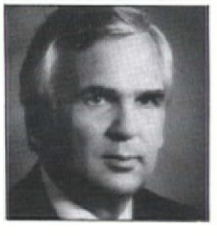
LIGHTING NOW BLENDING ESTHETICS & FUNCTION



Jay Sweet
Vice President
Boyd Lighting
New York—

"When it comes to contract lighting products, design esthetics and good performance need no longer be mutually exclusive. At one time, space planners were faced with choosing between one feature or the other; if a fixture looked great, it wasn't necessarily efficient, and anything selected for its effectiveness was usually esthetically displeasing. Today, lighting manufacturers are rising to the challenge to create well-designed lighting accessories that perform in specific applications."

ECOLOGY CUES PRODUCTIVITY STUDIES



Dave Armstrong,
Marketing Director
Herman Miller,
Grand Rapids—

"The office environment provides us with the opportunity to study and understand ecological impact—the effect of physical elements on the environment. Once we have the appropriate variables for explaining the true relationships that occur within offices, management of this total ecological process can vitally influence the effectiveness of an organization. Understanding and utilization of information about environmental impact will refocus the issue of productivity. We will be able to make personnel assignments, change job requirements, and alter physical layout and furniture design. These changes will result in greater productivity for individual persons as well as for the 'macro' organization."

The Conversation.

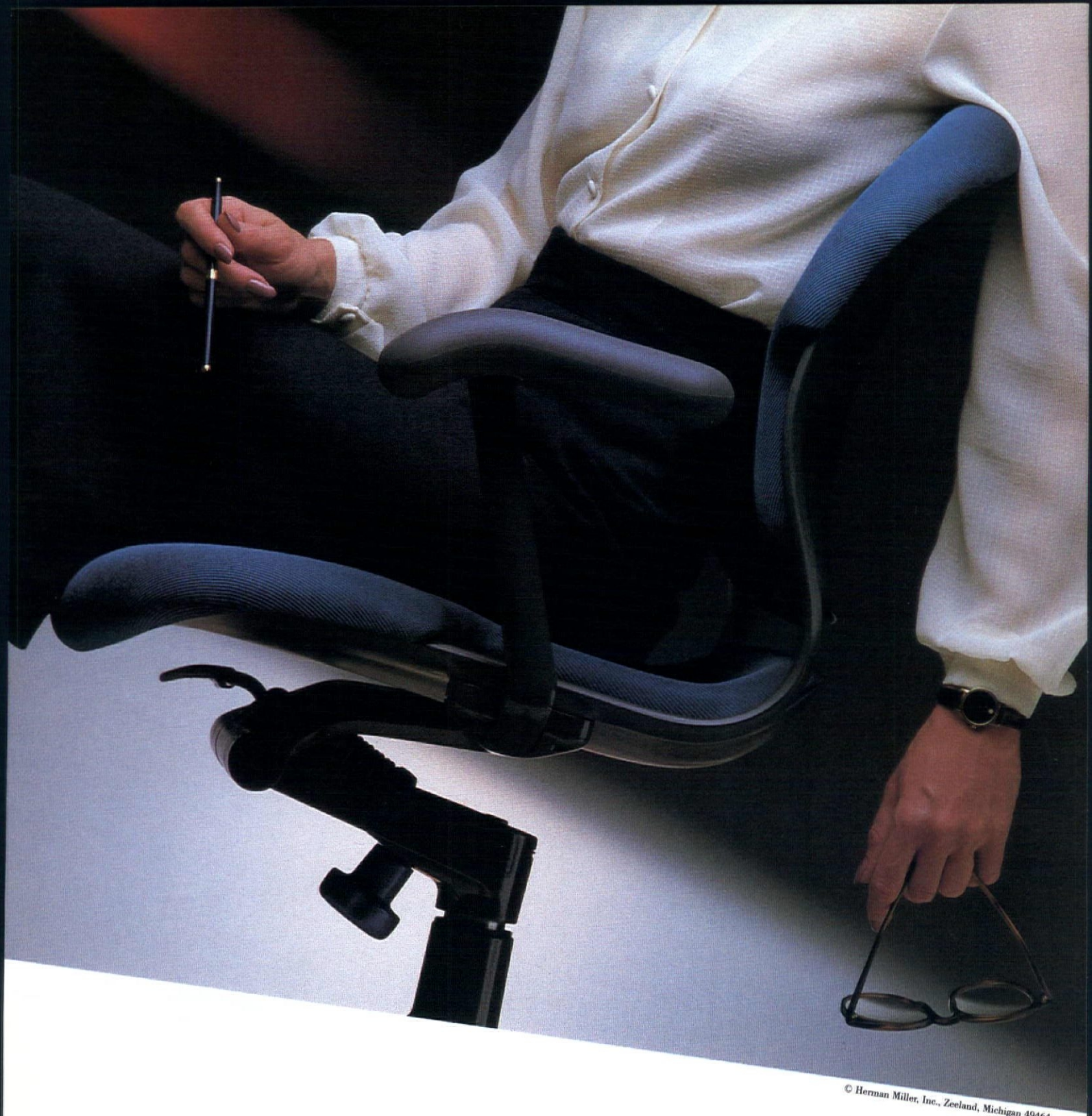
It puts to rest every other awkward—if not altogether uncomfortable—dialog.

An open, H-shaped design allows the Equa chair to breathe, as it responds to every nuance of your body language. There are only two adjustments, for height and tilt tension. Then, with your feet flat on the floor, you can lean back seemingly forever—without an argument.

For your sake, as well as ours, take the time to meet an Equa chair. After the briefest of introductions, you will have found a friend.



Introducing the Equa™ Chair



© Herman Miller, Inc., Zeeland, Michigan 49464

Circle 32 on reader service card

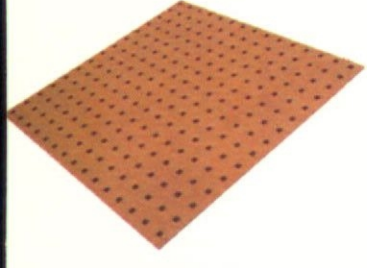
herman miller

There's no 'or equal' for performance



Sheehan Design, Inc.; Pam Allen, IBD, ASID; Lynn Sheehan, IBD. Hatfield Halcomb Architects. Jeter Millet, Inc., carpet. Geomap Company; Plano, Texas. Richard Myers photography.

Surfaces: modular carpet tech from Lees



Geomap Company, the high technology geological subsurface mapping firm, found the optimum combination of esthetics, comfort, and performance in the Surfaces system from Lees Carpets.

Coordinates. Surfaces is a state-of-the-art modular carpet system. Fashionable solids, a limitless array of patterns, and broadloom coordinates are among the options.

Appearance. Dense construction and frieze texture make a durable wear surface. Antron® nylon yarn by DuPont is dirt-resistant and static-protected. Superior appearance retention reduces maintenance costs.

Flexibility. Tiles lift free for quick, easy access to under-the-floor power. Lees modular carpets are compatible with all flat wire distribution systems for CRT, telephone, and electric power.

Guaranteed. Lees backs the system with a comprehensive warranty. No manufacturer of carpet tile goes so far to guarantee performance satisfaction.

Call toll-free. For illustrated brochure, test data, specification information, call 800/523-5647. From within Pennsylvania, call collect 215/666-9426.

Lees. The Contract Carpet Company.

Live the life of Lees at work and at home.



LEES carpets

Made better by Burlington
King of Prussia, PA 19406

Circle 5 on reader service card

CONTRACT

COLOR LINE

Subtle textures, saturated hues add dimension to open plan



By Katherine Forman

Cleaner, clearer colors and more sophisticated pattern and textural effects are what specifiers should be on the lookout for in open plan office spaces. These predictions by Steelcase's textile and surfacing materials product manager Ann Haight are in keeping with fashion and furnishings trends, in which tone-on-tone or bi-color patterns and intricate, textured weaves bring elegance to office environments.

A member of Color Marketing Group's contract color directions committee and lead player in the Color Association of the United States, Haight sees blue-greens, salmon pinks, and violet-grays as the most popular upcoming colors for the open plan. The reason? These colors work well with elegant, sophisticated gray, still the most frequently specified color for open plan furnishings. Look for them in monochromatic, high contrast, *and* complementary color schemes throughout the open office, she suggests.

Consider color's function

However, Haight cautions specifiers to calculate their use of a given color according to its application within the open office. For example, panels and worksurfaces should be specified in lighter values which combat glare and visually expand space. Alternately, upholstery fabrics will be seen in darker, more saturated values which add contrast and interest, while standing up to use. Comments Haight, "Humanistic planning designed to make the office more productive has affected open plan design such that color is determined more by function than by trend in these spaces."

Stimulate, don't distract

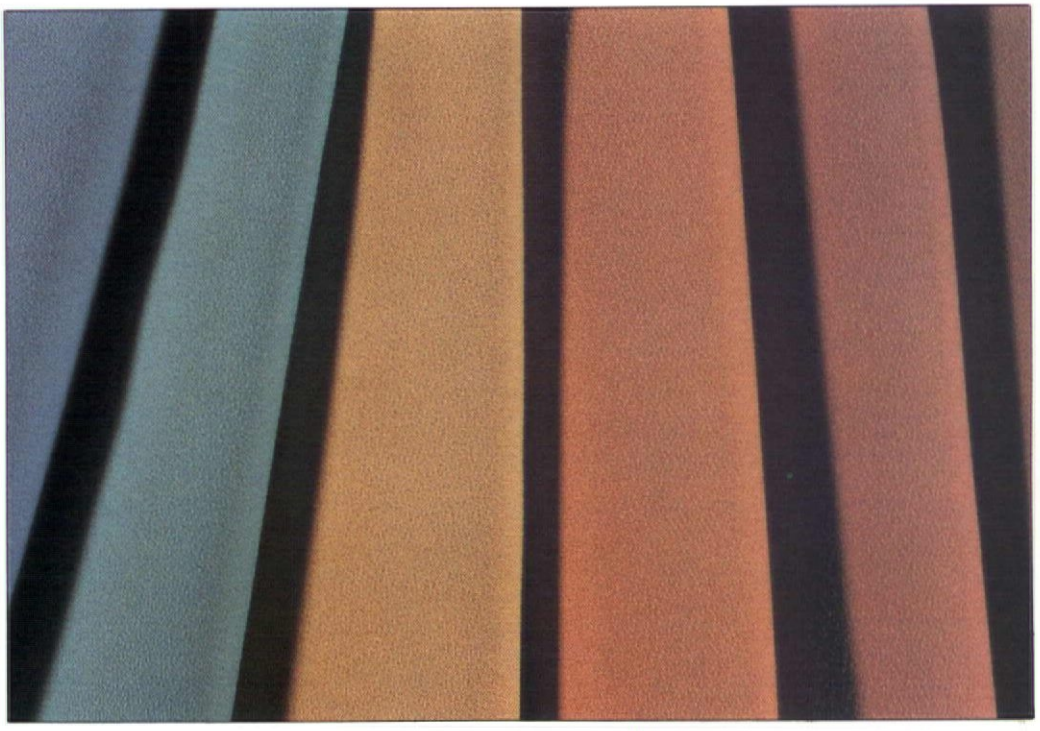
Possibly more than in other areas of the office, function plays a leading role in open plan furnishings color selection. In fact, Haight recalls how overly stimulating colors and silk-screen graphics applied to the first open plan partitions caused specifiers to back away from color and create completely neutral systems environments. Then, as this treatment became boring, designers began to specify brightly colored upholstery fabrics to add interest, dimension, and variety to open office spaces.

"The problem with this solution," recalls Haight, "was that people sat down and covered up the fabric. It became clear that color did belong on panels, but in applications that stimulate without distracting the worker. Today, the industry is responding with very sophisticated, small-scale designs that are subtle up-close, yet take on an entirely different and dramatic appearance with distance and light reflectance. What we now have to prevent are treatments that apply too much pattern and color. There must be a delicate balance between panel interiors that add interest to open plan's small spaces and those that are too stressful to work in."

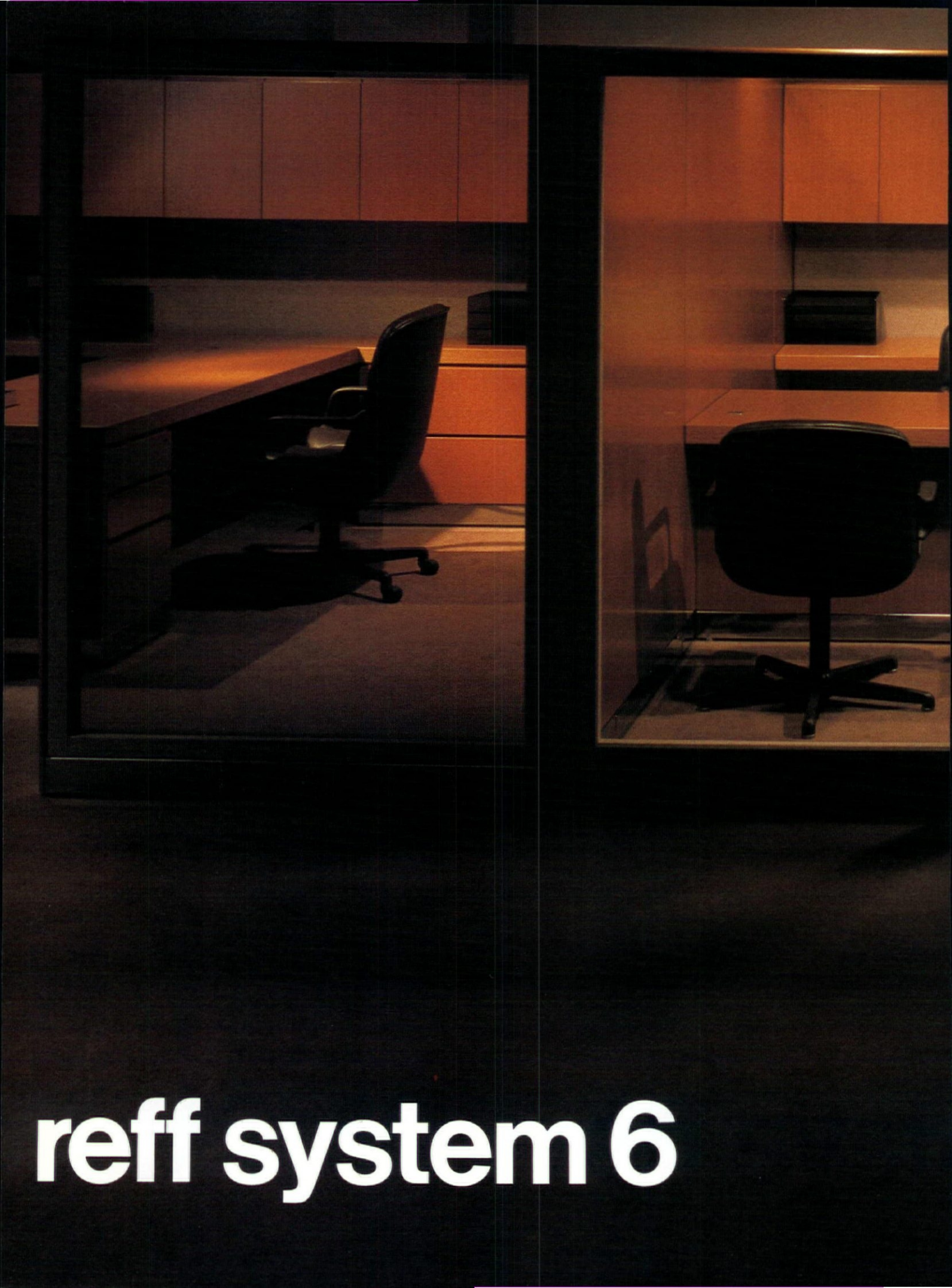
Steelcase's own response to the need for new panel treatments is called "Oceana," a series of "watercolor-like" textiles designed to correlate with the firm's latest upholstery line. The latter collection includes heavy mohair, executive-style fabrics in cleaner, darker, more saturated hues.

Pattern was a key factor in development of the panel fabric group. The final product has what Haight describes as a

(Continued on p. 56)



Medium-intensity colorations from Steelcase's Oceana panel fabric collection are indicative of color direction in the open plan. According to the firm's resident color expert, Ann Haight, colors such as the green (shown second from left) and two salmon pinks (shown fourth and fifth from left) will be most popular. The reason, says Haight, is that they combine well with gray—the most frequently specified color for the open office.



reff system 6



Reff Incorporated
1000 Arrow Rd.
Weston (Toronto) Ontario
Canada M9M 2Y7
Phone 416/741-5453
Telex 065 27300

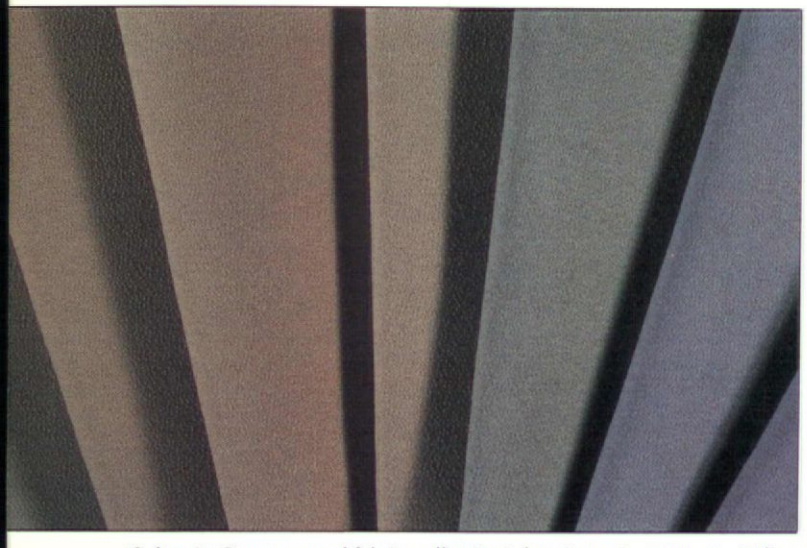
Reff Corporation
2910 Hall Street
Dallas, TX 75204
Phone 214/559-3502
Telex 73-0628

Circle 17 on reader service card

(Continued from p. 53)

"stucco-like appearance up close that trims the panel down and makes it look cleaner from a distance."

The Oceana panel fabric line incorporates a wide spectrum of colors, indicating the office worker's increasing comfort with more color variety. Notes Haight, "Open plan color variety is a result of our overall ability to be freer with color, even in conservative surroundings, and to reject the concept that says work can't be fun.



Colors in Oceana panel fabric collection's low-intensity range are indicative of higher saturation levels found in today's palette for the open plan office. Shades shown above such as blue, blue-violet, blue-green, and red (first, second, third, and sixth from left, respectively) are expected to be dominant in this market.

According to Haight, women's fashions which incorporate bright colors within a menswear look are an example of our greater ability to add color to a conservative motif. She links this fashion trend with office design phenomena in which more bright accents are used with gray. Here, blue is viewed as the most dominant direction, even overwhelming red in the violet category. Green, out of fashion since we tired of avocado, is back with a blue cast in bright teal and turquoise shades. In fact, Haight even sees the grays picking up more color, the most popular shade in this category being gray with a violet cast.

Even more indicative of our ability to use color freely in the open plan office is Haight's prediction that black will be replaced as a trim and accent color. The news here is that it will not be ousted by brown, but rather by off-blacks and dark shades of other colors such as blue and even green.

Greater color mix seen

Significant in Haight's predictions for open plan spaces is her belief that new, hot colors will be used together in varying values within one open plan environment. For example, she sees designers using a teal green in lighter and darker values on the insides and outsides of panels, respectively. Seating and worksurfaces could be treated with the same violet-gray family, in a glare-reducing pale tone on desktops and a deep, rich chroma on task and pull-up chairs. Says Haight, "We designed the Steelcase panel fabric line to permit exactly this type of usage, adjusting values within each family so that the colors can work together."



Circle 36 on reader service card

HARTER

I/F™: Freestanding Design for the Integrated Office

The human factor is the primary consideration in Harter I/F's accommodation of automated equipment. Each component is designed for comfort, easy access, and productivity.

Since individual isolation within maze-like configurations can hinder the interaction essential to efficient teamwork, Harter I/F emphasizes open lines of communication among work groups. In fact, the system is specifically designed to generate the type of human exchange that produces synergism.

Using freestanding furniture with overhead storage, Harter I/F does away with the need for walls or panels and saves valuable floor space.

Harter I/F adapts perfectly to any of the functional spaces in today's office. Whether the work station space calls for a clerical, managerial, or professional layout for one or more people, I/F will accommodate any task requirement desired. Harter I/F can also accommodate any power and communication needs with the use of an exclusive new electrical system.

Overall, Harter I/F answers the need of today's business to integrate people, information, technology and facilities.

Harter helps transform the quality of worklife.

For brochures and more information contact:
Harter Corporation, Sturgis, Michigan
49091/616 651-3201
Harter Furniture Limited, Guelph, Ontario
N1H6L5/519 824-2851

Circle 37 on reader service card



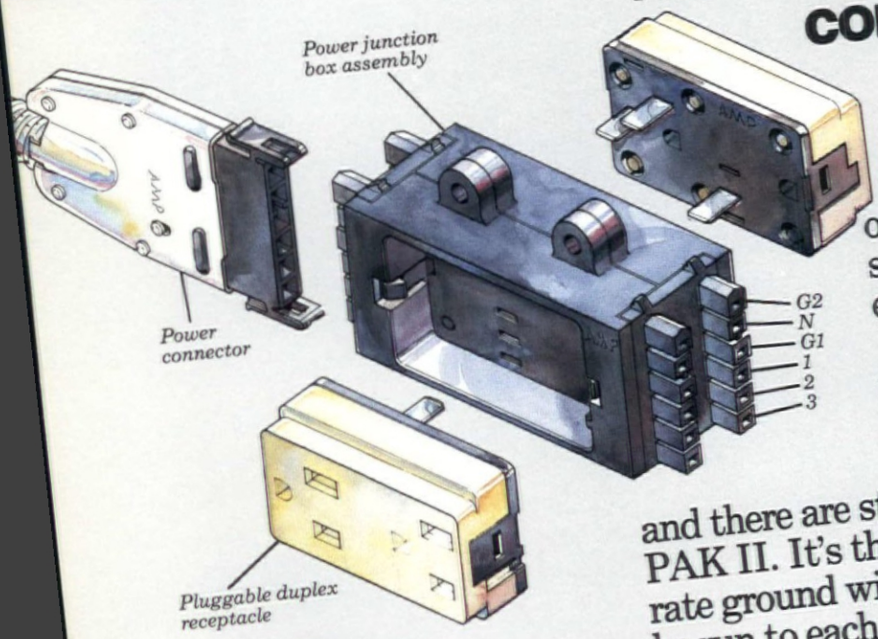
I/F design by: Nick Balderi
1983 ROSCOE Award

Harter Task Systems™



AMP announces a

The AMP PANEL-PAK II six-wire computer power circuits



Recognized, File No. E28476

The more electrical and electronic equipment in an office, the more complex the problems of installing power, phone and data systems which won't interfere with each other.

The solution to data circuit interference is specifying modular panels built with a six-wire system. But six-wire systems aren't created equally, and there are strong reasons to specify AMP PANEL-PAK II. It's the only one with two completely separate ground wires. This allows totally separate lines to be run to each terminal. And eliminates the possibility

Circle 38 on reader service card

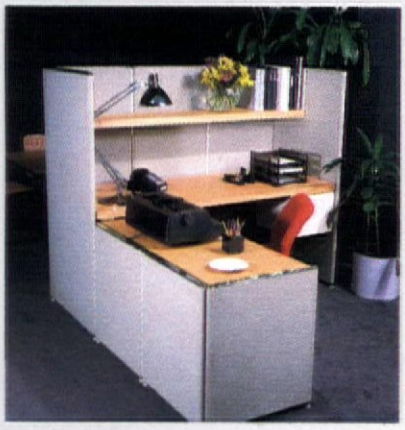


cure for memory loss.

system for modular office panels. It isolates so they can work without interference.

that radiated interference could cause a loss of data.

AMP PANEL-PAK II has other valuable features as well. Its pluggable receptacles are double-sided, so just one unit is needed to power two offices. And the panel connectors feature make-first, break-last safety on both ground circuits.



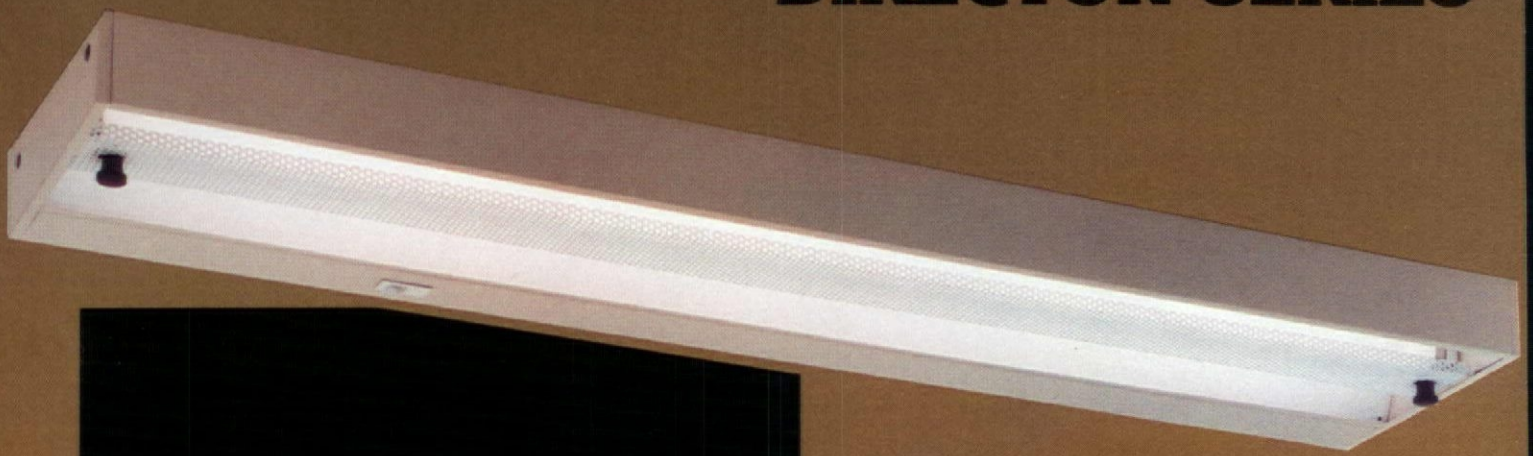
To find out more about AMP PANEL-PAK II, you can do one of two things. Write to Tom Spadaro for a free copy of "Power Requirements in the Modern Office," AMP Special Industries, Box 1776, Southeastern, PA 19399. Or call him at (215) 647-1000, Ext. 300.

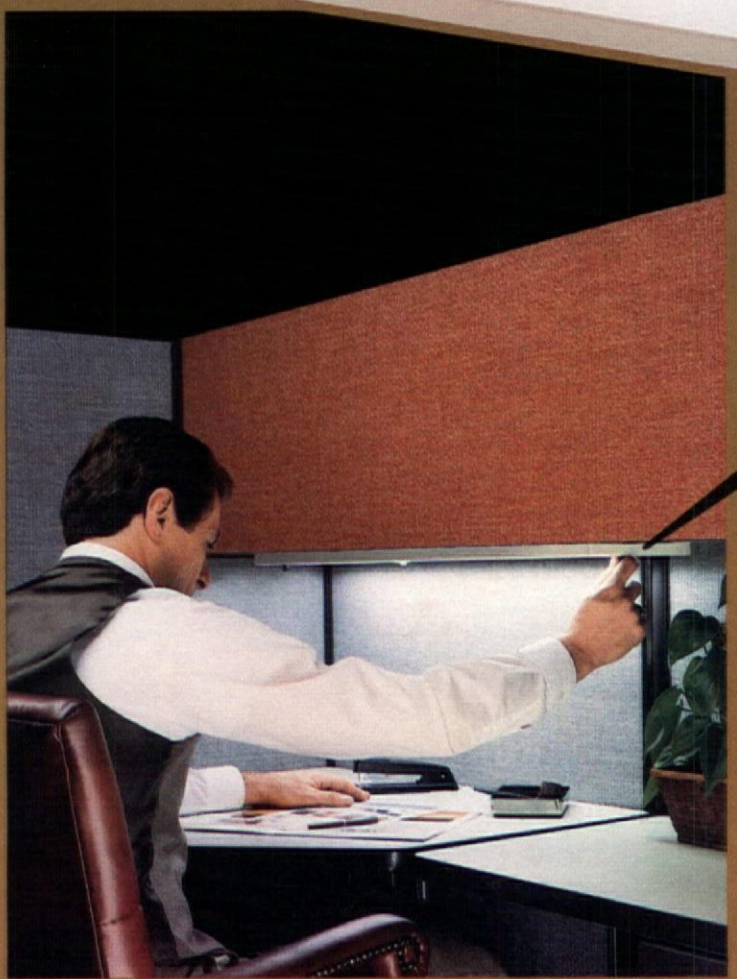
AMP has a better way.

AMP SPECIAL INDUSTRIES

A division of AMP Products Corporation.
AMP and PANEL-PAK II are trademarks of AMP Incorporated.

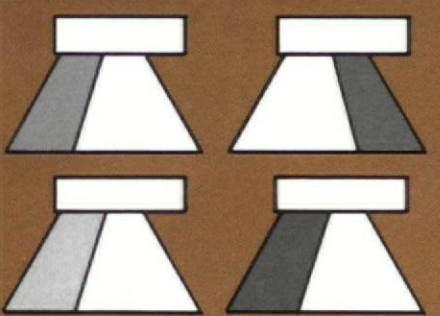
TASK LIGHTING
DIRECTOR SERIES





Personal control . . . individuals who occupy the workspace vary in physical height, and the manner in which they sit at their desk. The ability of these individuals to *personally control* their lighting environment creates an atmosphere leading to increased productivity.

VARIABLE INTENSITY . . .



adjust "VARI-GRID™" diffuser to provide the desired light intensity.

QUALITY LIGHTING THROUGH RESEARCH . . .

- Personal control of light direction and intensity.
- Maximum comfort: eliminate glare, reduce shadows, decrease eye strain and fatigue.
- Increased efficiency and productivity.
- Adaptable to any open plan system — metal or wood.
- Custom selection of task lighting to the work station . . . free standing, K.V. mounting, mounting under metal or wood shelving.

Total Control!

A BIFMA MEMBER

eca

UL Listed, CSA Pending, New York City Approved

Electri-Cable Assemblies • 549 Howe Avenue P.O. Box 2040 • Shelton, CT 06484 (203) 735-4414

Circle 39 on reader service card

CONTRACT

LIGHTING LINE



For open plan offices, quality task lighting plus lamp efficiency are key

By Dana Dubbs

Lamp efficiency and more emphasis on the quality of illumination are guiding lighting specifications in today's open office. The basis for this trend is rising energy costs, the influx of computers, and benefits to worker productivity, according to lighting experts.

In the past, row on row of ceiling luminaires were standard insofar as lighting of entire workspaces was concerned. This overkill approach, however, proved costly as a great deal of light spilled into areas not used for tasks and in which high levels of illumination were not needed.

The solution reached was to reduce general illumination levels while providing higher levels needed in task areas. Such arrangements not only focused attention on task and worker needs, but also reduced energy costs.

An influx of computers into the workplace and ongoing research into worker productivity have further focused attention on specialized forms of lighting and light quality.

Quality connotes control

Quality task lighting is important physically and psychologically. Not to be confused with light quantity, which is a measure of footcandles and refers to the amount of illumination needed for a particular task, light quality connotes control and refers to a combination of luminance ratios, contrasts, and reflected glare.

A good, quality task lighting design considers the task to be performed, where and when it is to be performed, task duration, and characteristics of the worker. Ambient light should enhance the task design, not detract from it.

"Lighting in the open plan office has become a fairly complex art and science," says Carlos Dominguez, director of marketing, Stow/Davis. "It's an art in that the environment must be psychologically stimulating, and it's a science in that it must complement the type of work being performed as well as the needs of the worker.

"Executives, for example, spend the better part of their working day in conferences and in other situations which do not require specialized lighting.

"Business analysts, on the other hand, spend the better part of their working day reading, writing memos, and working with computers."

Obviously, it is the detail-oriented work of the business analyst which requires higher quality task lighting. The presence of the computer requires additional considerations.

Workstation illumination should be balanced to reduce contrast between light and dark worksurfaces, and sources should be positioned to reduce glare and reflections. Problems such as these are commonly caused by poor lighting techniques and are known to contribute to eye strain and fatigue as well as decreased worker productivity, discomfort, and lowered morale.

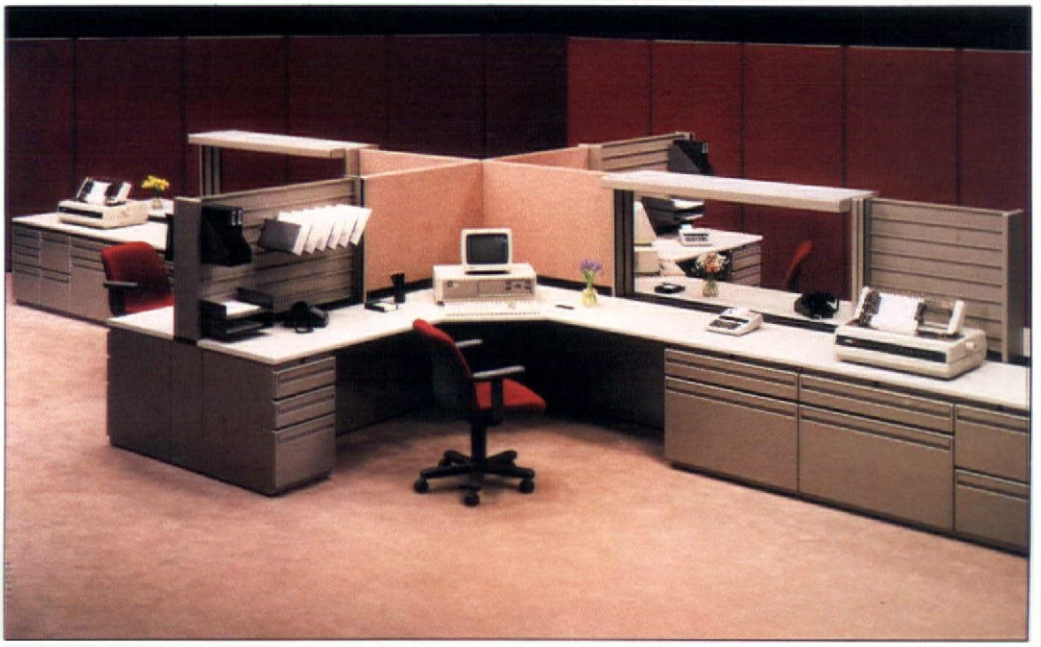
Although a heightened awareness of the need for quality lighting exists, a lack of understanding of how to apply it persists.

Systems integrate lighting

"In the case of integrated furniture systems, task lighting is too often taken for granted by designers and end-users," says Mitchell B. Kohn, architectural lighting consultant, Highland Park, Ill.

"Many people think that just because the lighting is supplied with the furniture, that's all there is to it. What they don't realize is that a furniture-inte-

(Continued on p. 65)



Task/ambient lighting developed for Knoll International's "Hannah" desk system permits individual control of brightness from within the workstation. Indirect ambient fixtures uniformly illuminate the ceiling, thus minimizing glare on VDT screens. Lighting is available in 4-, 5-, and 6-ft. modules to match worksurface size.

Look what the color of

Nothing. This carpet is made of fiber that keeps its color so well for so long, not even the harshest cleaning detergents can cause it to fade. It is Solution Dyed, which means the color is added to the fiber as the fiber is being made, locking in the color.

The fiber is called Zeftron 500® ZX nylon and it's made by Badische.

Zeftron 500 ZX nylon is unlike any other nylon fiber. Solution Dyeing gives you 38 pure, clean, contemporary colors. Heathers are softer, prettier. And Zeftron 500 ZX nylon also repels stains, defuses static electricity, and protects against harmful bacteria. It does all these things year after year, cleaning after cleaning, because they're

bleach did to this carpet.



all engineered right into the fiber. As for cleaning, Zeftron 500 ZX nylon is a cinch to clean, thanks to its five-sided shape which releases soil easily. And it hides soil exceptionally well. The reason? A six-hole cross section that deflects all light passing through the fiber, making soil virtually invisible.

The next time you're specifying carpet, specify Zeftron 500 ZX nylon. The commercial fiber that has more to offer than meets the eye.



Specify Zeftron 500® ZX Nylon.
Not just the right color, the right carpet.

Zeftron 500® is a registered trademark owned by the Badische Corporation.

Circle 40 on reader service card

Badische stands behind your carpet.

The technology to build you a better contract carpet.

Our major business is carpet fibers and yarns for contract carpeting. So we direct most of our research and development resources, as well as many of those of our $16 billion international parent company, BASF, into new technology to create better and more beautiful contract carpeting.

One number to put over 40 carpet mills within easy reach.

Dial (804) 887-6573, get the name of the Badische consultant nearest you and then see how easy carpet selection can be. You will receive the Badische Contract Carpet Guide which illustrates carpets, by traffic classification, from over 40 mills; help in finding the carpet engineered for your specific needs; help in making up carpet samples; help in writing up your carpet specification; and yarn pom chains for color selection. All for free.

An endurance test to ensure your carpet will endure.

Because no one wants complaints after the carpet is down, it must first be Badische Performance Certified. This means your carpet has undergone a series of rigorous tests that ensure it has been manufactured to the specifications for which the fiber and yarns were engineered. Once a carpet has been certified, that carpet will live up to what's expected of it in its traffic classification. If it didn't it wouldn't wear the Badische name.

Badische

Member of the BASF Group

BASF

Badische

Not just the right color, the right carpet.

Circle 40 on reader service card

LIGHTING LINE

(Continued from p. 61)

grated system is not an end in itself."

Manufacturers of furniture-integrated systems advocate the use of lighting consultants to design lighting solutions, while providing products which can be used to reach those solutions.

Knoll International offers combination task/ambient lighting with its Hannah desk system which permits individual control of brightness from within the workstation via dimmers, says George Wilmot, vice president, advanced planning.

Task lights adjust

Dimmers permit users to adjust brightness levels to suit individual task needs and personal comfort. They are of special value to VDT users in that users can have low brightness levels while working with VDTs or higher brightness levels while reading or writing.

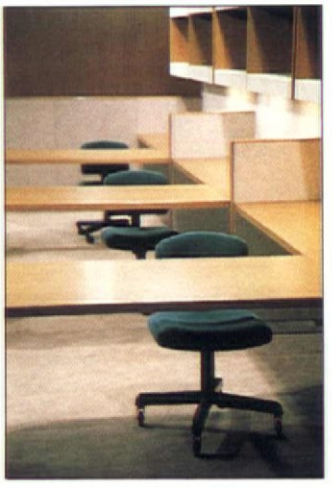
Steelcase offers various indirect and task lighting fixtures which can be mounted on top of its systems furniture, notes Don Korell, director, research.

The Eclipse task light from Steelcase consists of a filter encased in a plastic cylinder which revolves around a standard fluorescent lamp. The filter's computer-designed, linear pattern changes light distribution as the cylinder is rotated, adjusting to the most comfortable level for the work involved, according to Korell. The filter also adjusts to reduce glare on bright objects.

Herman Miller's approach to open plan lighting also combines general and localized lighting to reduce high energy costs and maximize facility flexibility.

Because general lighting requirements vary widely in application and no single solution works for all situations, the company offers various products for use in task lighting, says Ted Boeve, product manager, Herman Miller.

One of these products is a surface-mounted, critical task light which features an articulated arm for flexible positioning within a 27-in. radius.



Task fixtures in "Elective Elements I," an open plan furniture system from Stow/Davis Furniture Company, are interchangeable to suit end-user needs.

The firm's general task light can be mounted beneath a shelf and uses a bat-wing lens to redirect light beams in two directions. Light is provided from the side which minimizes indirect reflections.

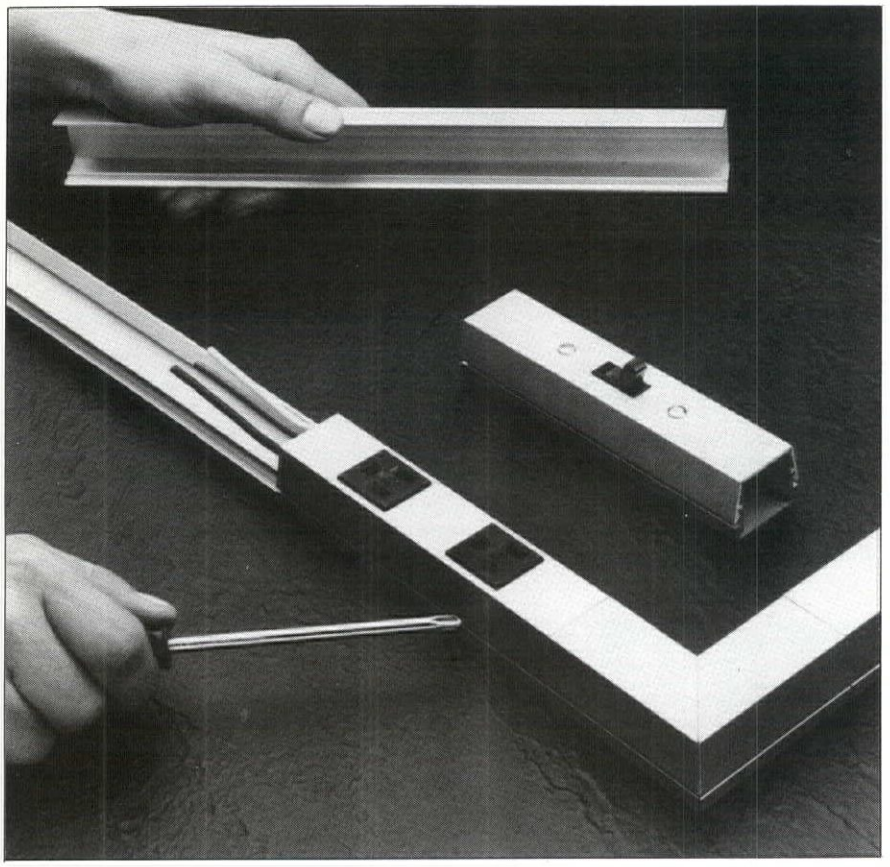
"There is an increased understanding about visual performance such as how fast and how accurately we see," says Kohn. "However, a better coordination among the different disciplines which affect the environment, such as electrical engineering and interior design, is needed. The different groups of people involved in these fields must work together, not as individuals," concludes Kohn.

Direct submissions to
Lighting Line
CONTRACT
1515 Broadway
New York, NY 10036



Circle 72 on reader service card

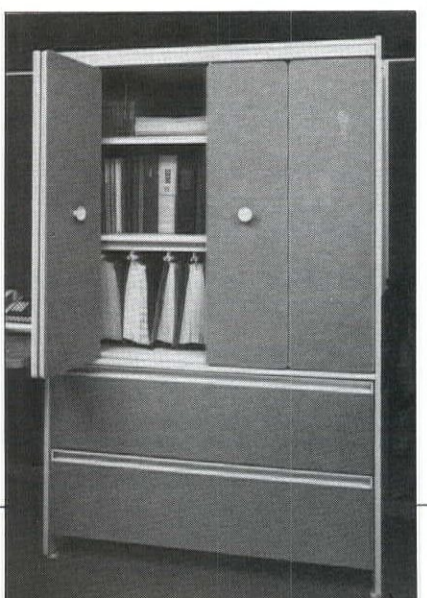
Surface wiring raceway system offers dual applications



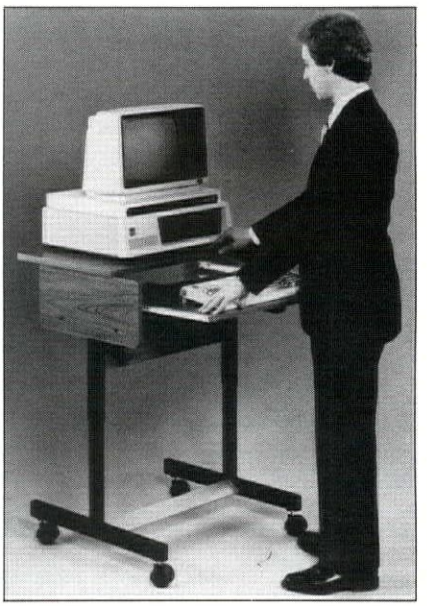
Surface wiring raceway system from A.T. Power Systems is designed for use as either a continuous-run wiring raceway or as a power source. A series of interconnecting fittings permits continuous-run installation as well as end-to-end attachment for turning corners. Transitions to other systems, including standard conduit, are also available. **Circle No. 281.**

Storage system combines functions

Several functions can be combined with Rosemount Office Systems Inc.'s EDP and lateral file cabinet. Top and interior shelves provide storage space; a hanging bar permits organization of printout reports. Two lateral files form the cabinet's bottom section. Cabinet components are panel-hung which allows the panel to form the cabinet's back wall. Shelves and sides are available in putty or chocolate brown; bi-fold doors are offered in various colors. **Circle No. 283.**



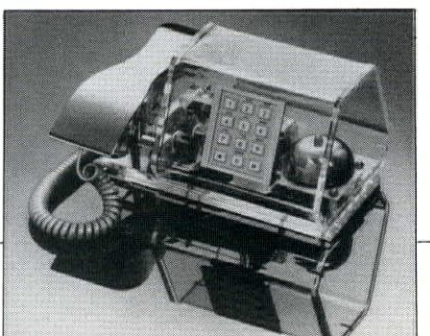
Mobile stand adjusts to any setting



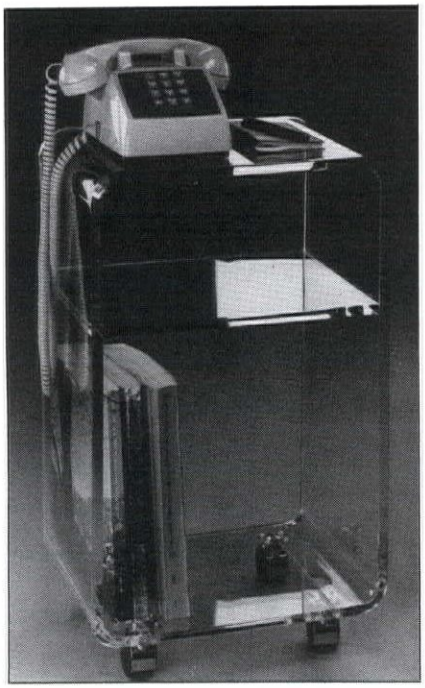
Users can stand or sit while using The Winner, a mobile stand that can be used with video display terminals and keyboards. Unit offers hooded twin casters, adjustable video shelf, and extending keyboard shelf. Height can be adjusted for various users. Stand is available through HSP Computer Furniture, a division of Health Science Products Inc. **Circle No. 384.**

See-through phone has reduced price

The "ClearTalk," a unique telephone design from Teleconcepts Corp., is made of "Acrylite," an acrylic product manufactured by Cyro Industries. "Acrylite" molded parts are clear and permit reduction in telephone cost. **Circle No. 284.**

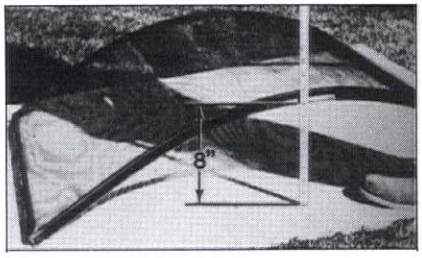


Acrylic stand works to save space



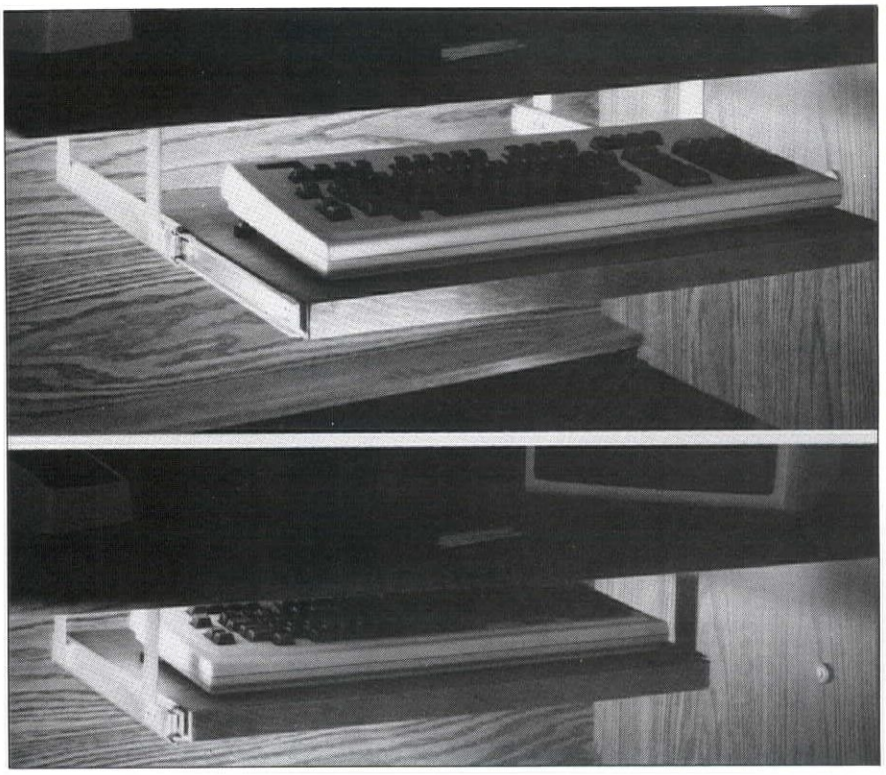
Akko Inc.'s acrylic telephone/TV stand stores telephone, television, books, and other items while appearing to take up little space of its own. Unit combines transparency of acrylic with a curvilinear design to complement traditional or contemporary decor. Stand shown is ½-in. thick and is mounted on double-wheel, chrome-hooded casters. Additional sizes are available. Firm's line of acrylic furnishings also includes computer furniture and cassette storage units.
Circle No. 278.

Curved glass eliminates 'fog'



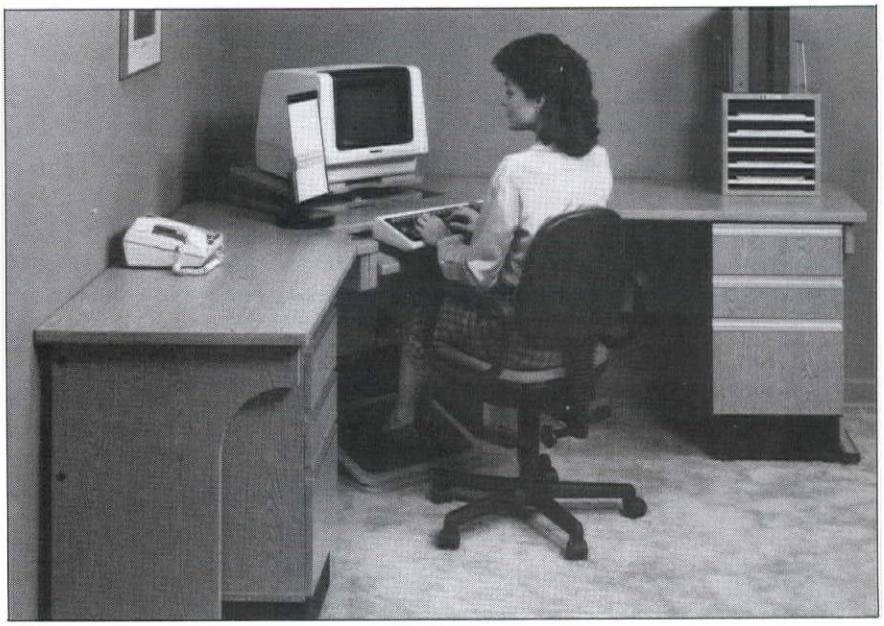
Four Seasons Greenhouses offers fully tempered curved glass for use with CLT curved eave models. Product eliminates "fogging" due to condensation and can flatten 3 in. without breaking.
Circle No. 280.

Computer keyboard tray slides feature lock-out, detent



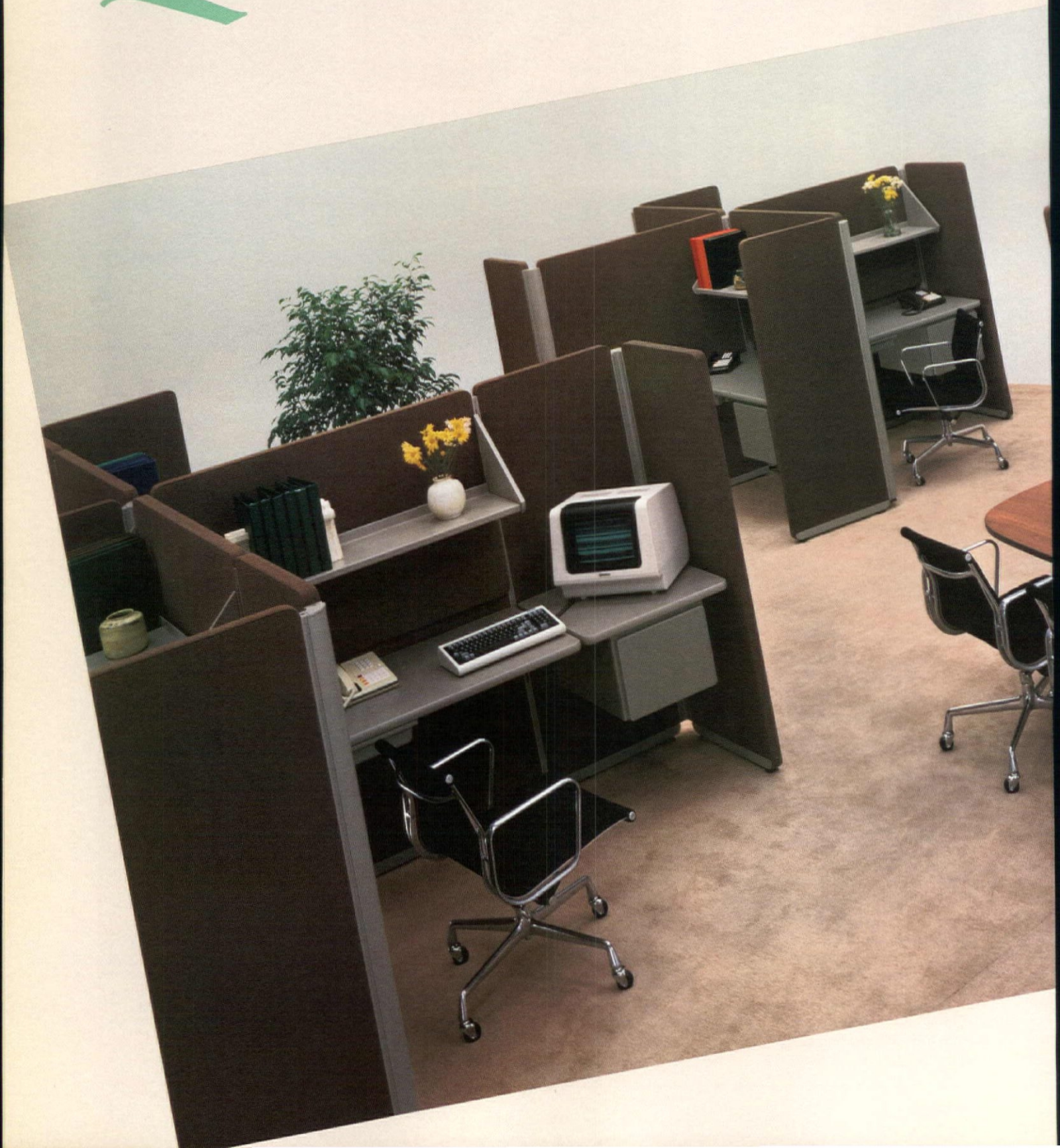
Designed for computer keyboard trays, ball-bearing slides from Grant Hardware Co. are available in various models and feature an open-position lock-out or detent. Slides can be mounted beneath surfaces or on side partitions. Standard sizes range from 12 in. to 20 in., in 2-in. increments. **Circle No. 285.**

Corner units provide adjustability



Available from Biotec Systems is a standard line of VDT workstations with corner units specifically designed for 90 degree applications. Units provide adjustability of computer keyboard and VDT; controls are accessed from a seated position for individual requirements.
Circle No. 282.

Quick!





Nobody likes to wait. Especially if you need to get a productive office environment up and running. Time is money. When you're endlessly waiting to receive your furniture, chances are, you're losing money.

Introducing Phoenix Designs.™ Quality workstations that start working in one quick hurry. Phoenix Designs are complete workstations. There are no complicated components to order, no confusing fabrics and finishes to worry about. And best of all, no exhaustive waiting for delivery.

All you do is select from eleven configurations designed for a variety of work requirements; choose from four fabric colors and you're in business. We can deliver one to one hundred stations faster than you can say "quick ship."

If you like things fast, you'll love Phoenix Designs. For literature and the dealer nearest you, call 1-800-253-2733; or write Tradex Corporation, Zeeland, Michigan 49464.

Workstations by

Phoenix Designs™

Simple solutions for the office in a hurry.

Phoenix Designs™ is a trademark of Tradex Corporation, Zeeland, Michigan 49464.

Circle 42 on reader service card



Now, all the pieces fit.

The Networkers™ *from Dennison National.*

At Dennison National, we understand the importance of intelligent design. We appreciate the direct relationship between environment and efficiency. We also know there's nothing worse than spending hours of creative energy on total color-coordination in office design, only to have the space filled with old-fashioned, color-clashing binders. Unfortunately, these are things people use every day, the elements over which you've had no control. That is, until now.

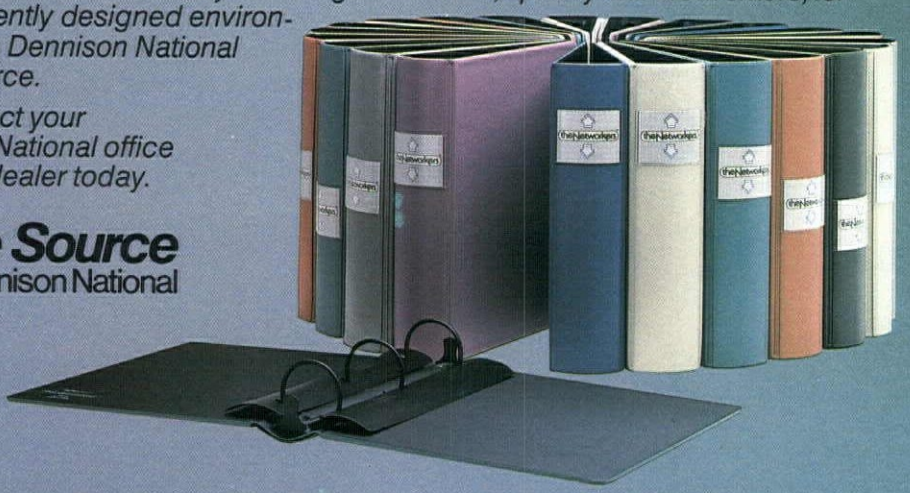
Now, there are the Networkers from Dennison National—the information finding system designed to look as great as it works. The decorator-inspired network for media management that makes open shelf storage a part of your design consideration and binders the final element in your specifications.

The Networkers—fashioned in seven designer-selected colors to coordinate with traditional and contemporary interiors. With a unique sliding label system and file-by-color capability that make information access beautifully easy and efficient.

For the final element in your design decisions, specify The Networkers, for the intelligently designed environment, from Dennison National —The Source.

Contact your Dennison National office products dealer today.

The Source
Dennison National



National®
Brand

Dennison
Stationery Products and Systems

Dennison National
Holyoke, MA 01041

The Networkers™ is a trademark of The Dennison National Company. © 1984.

Circle 13 on reader service card

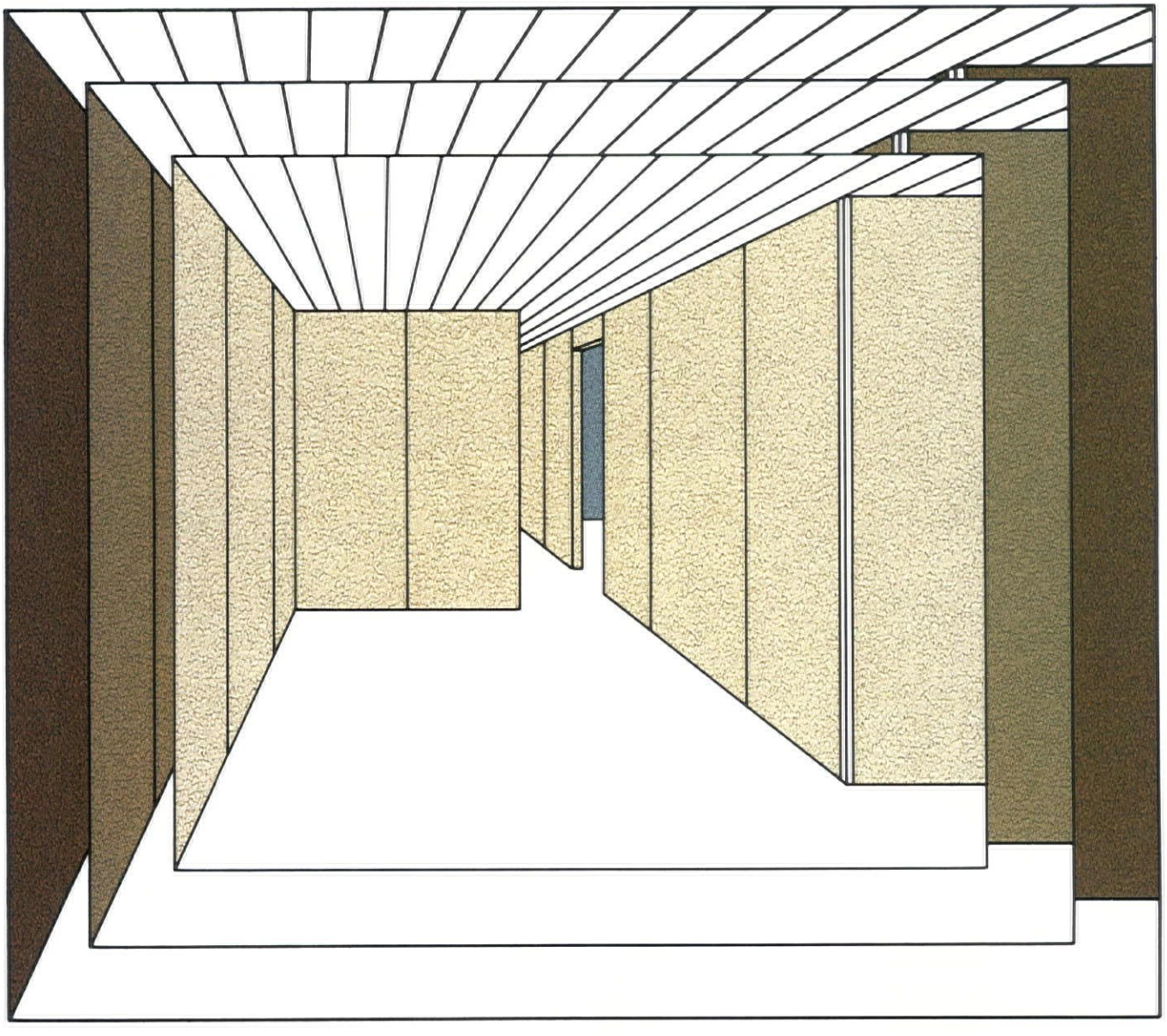
SPECIAL EFFECTS.

Borden decorative finishes let you truly create an interior environment. The widest choice of laminates and vinyl wallcoverings in the industry also lets you totally coordinate an interior, from floor to ceiling, wall to wall. Specify economical, durable Borden Type I, Type II fabric-backed or K-6 LT vinyl film laminates for demountable partitions and landscape wall system surfacing. Then unify your concept with matching Guard® vinyl wallcoverings on load-bearing walls and support columns; Borden vinyl K-2 laminates on other interior surfaces like enclosures, fascia, trim moldings.

We'll even help you coordinate or match our finishes with your source for wall system fabrication. And we offer a wide selection of custom decorating designs aside from the hundreds of colors and textures always available. Contact us soon. And we'll put your ideas into effect. Columbus Coated Fabrics, Division of Borden Chemical, Borden, Inc., Columbus, Ohio 43216. Phone: 614/225-6060.

BORDEN®

DECORATIVE FINISHES



Circle 44 on reader service card



In the photo shown above, Gensler and Associates principal Edward Friedrichs (left) and Scandiline vice president, sales and marketing, Dave Jacobson discuss design ideas for Domain, Scandiline's newest open plan system. The space planning firm's Los Angeles office created the new system which counts flexible horizontal, modular panels among its benefits (right). With these modules, panels can be easily installed in heights, widths, and configurations that conform to user specification (opp. page).



Workstation flexibility boosted through

A flexible panel system constructed of horizontal and vertical modules is the basis behind Domain, Gensler and Associates new open plan system for Scandiline Industries, Compton, Calif.

Rather than offering height, width, and configuration options that are predetermined by the manufacturer, Domain is comprised of manageable increments that are organized and arranged by the user. For example, height is added to the system by attaching more horizontal modules, a process accomplished without need for new vertical sections.

Los Angeles space planning firm Gensler and Associates designed the system so that modules slide into the panels' steel standards and are secured with pressure from a rubber hammer. Modules are slotted to accept open plan system components with relative ease.

According to Gensler Los Angeles office managing principal Edward G. Friedrichs, the product addresses the "limitations imposed by typical workstation systems which emphasize technology rather than human needs." Thus, in addition to configuration flexibility, the system also provides a wide range of easy-to-install esthetic options. These elements can be selected and rearranged by the user as he or she wishes with a minimum of effort.

Among design options are panel frames in a variety of woods, such as cherry, oak, mahogany, and walnut. Modules are offered in glazed finishes,



system that employs panel modules

with a range of fabric and leather inserts in many colorways. Also available are glass panel inserts which add human-scale windows to these open plan workstation environments.

Gensler and Associates also incorporated an up-to-date, six-wire, three-circuit, 20-amp electrical system, which accesses power at base, worksurface, and overhead levels. Power paths are concealed in aluminum coverplates sheathed in wood veneers or fabric, and can be pre-wired as desired. Cords and cables are concealed within the power channel which features a hinged door in the same material as the workstation.

Integral track-mounted task lighting swivels 359 degrees, providing a multitude of adjustment possibilities. This design feature is influential in eliminating CRT glare at workstations, according to the system's designers.

Workstation components are offered in an extensive product mix suited to all levels of office staff. Elements include mobile and stationary pedestals, lateral files, overhead storage, and closets. Worksurfaces that span up to 10 ft. without underlegs and a variety of electronic support equipment are other options. Components are supported by Domain's polycarbonate honeycomb panel core which weighs 15 percent of the weight of solid panel core, yet delivers four times the strength, according to the manufacturer. **Circle No. 287.**


COM
COM
COM
COM
COM

Maximum Static Control.

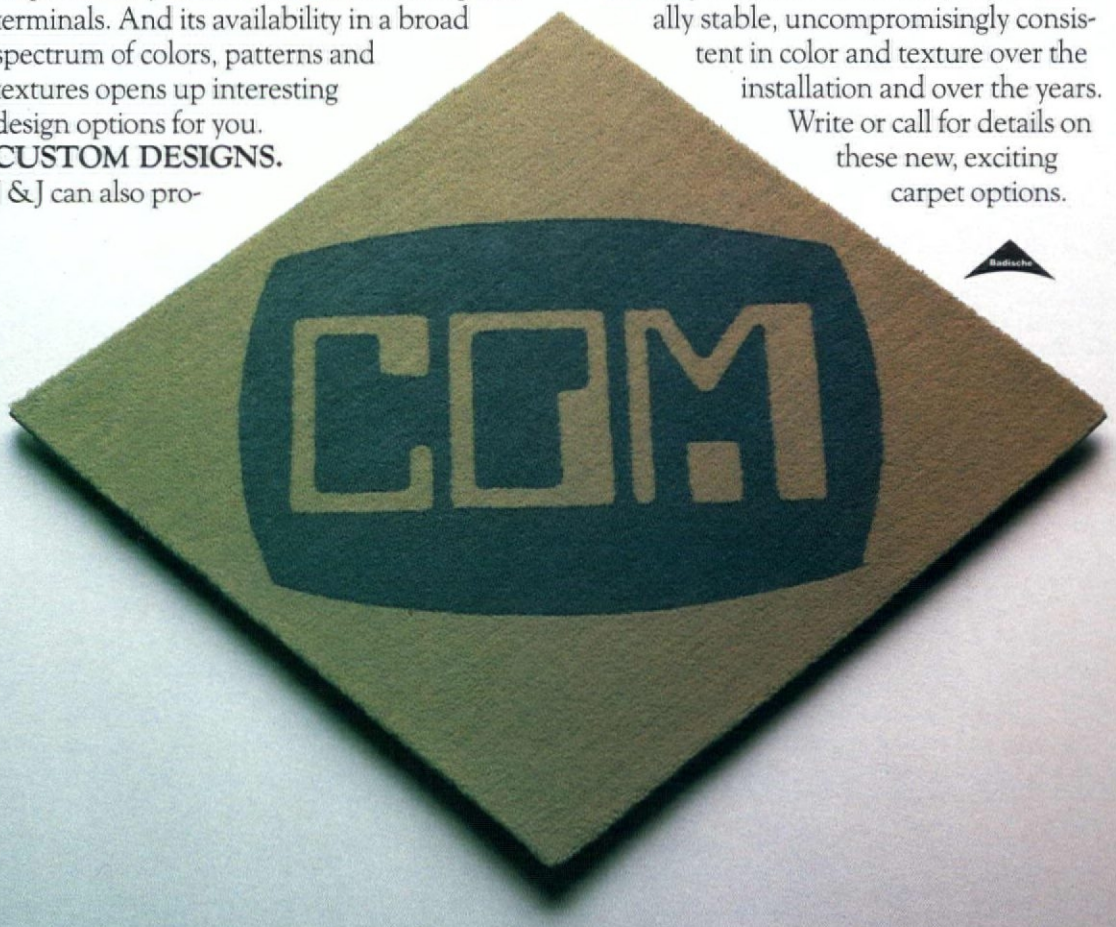
No one gives you as much module static control as J&J.

J &J's Commercialon® CG™ (computer grade) is unmatched by anyone, anywhere for its ability to control static electricity. It actually out-performs wood flooring. Commercialon CG is recommended for a wide range of applications; from ultra-sensitive chip assembly areas to offices with computer terminals. And its availability in a broad spectrum of colors, patterns and textures opens up interesting design options for you.

CUSTOM DESIGNS. J &J can also provide you Commercialon CG with custom designs and at a cost, and in quantities, that make custom design more feasible than you may imagine.

THE J & J MODULE. You can't buy better. J & J Commercialon is a true module in every sense; it is absolutely dimensionally stable, uncompromisingly consistent in color and texture over the installation and over the years.

Write or call for details on these new, exciting carpet options.



We make the difference.
J & J Industries, Inc.

CONTRACT CARPET SPECIALISTS

J&J Drive, Dalton, GA. 30720, 800-241-4586, IN GA. 404-278-4454

Circle 45 on reader service card



Modern, Postmodern minds meet in Venturi collection for Knoll

Modern technology, classic styling, and the avant-garde mix in architect Robert Venturi's furniture collection for Knoll.

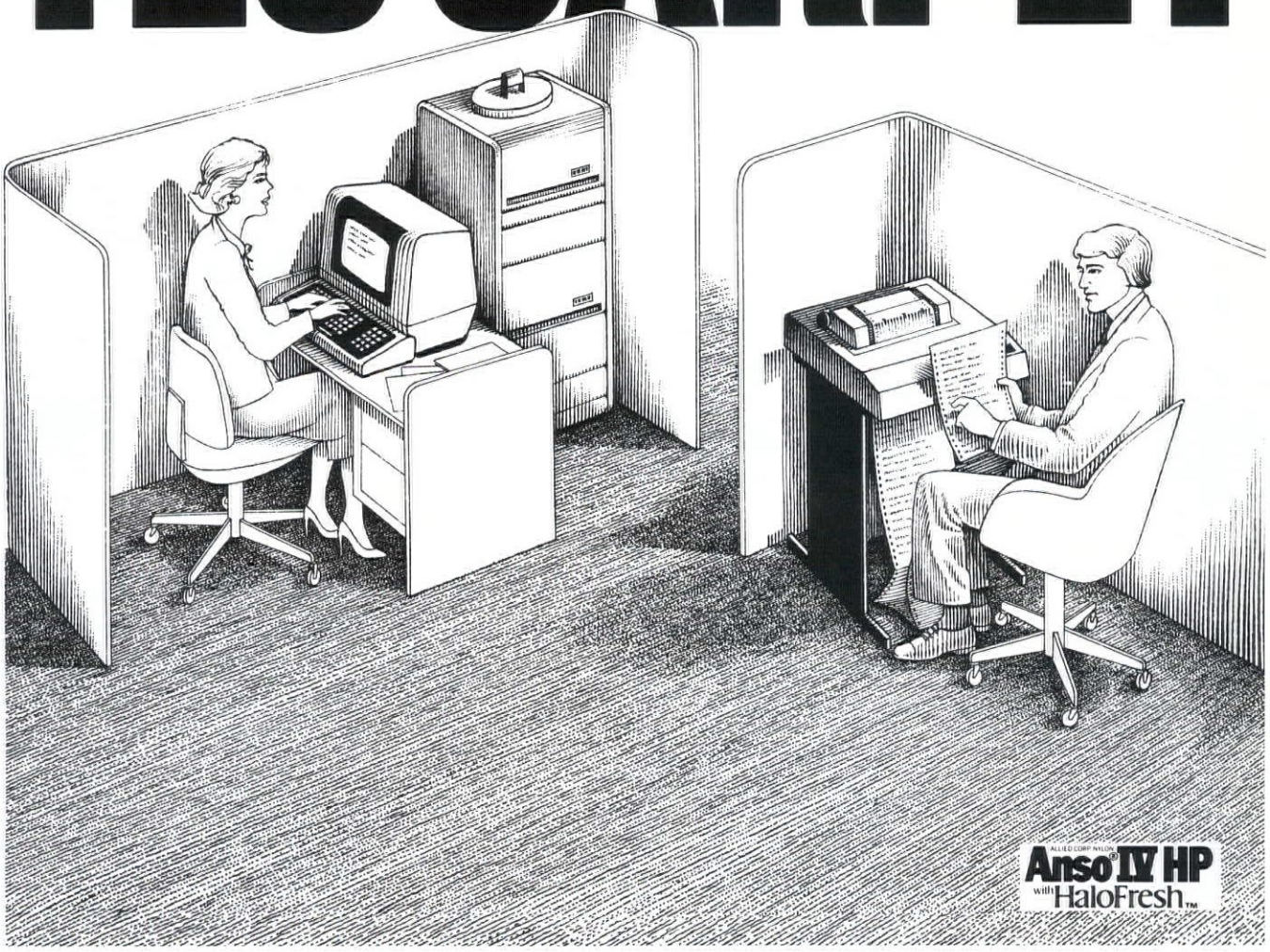
Truly an innovative development for the company, which has a long association with the Modern movement, the collection incorporates Postmodern and classic decoration, both unlikely elements in typical Knoll furnishings. However, according to its creator, the collection "breaks the boundary between traditional and modern styling by adapting historical styles to industrial process and by using decoration in a modern way."

Consisting of nine chairs, two high tables, a low table, and a sofa, the group is crafted in the Alvar Aalto tradition of machine-molding laminated plywood. However, the Modern master's process is used to create brightly colored witty designs reminiscent of Chippendale, Queen Anne, and Sheraton classics. Other suggested motifs include Empire, Art Deco, Art Nouveau, Biedermaier, Gothic Revival, and Hepplewhite.

Some of the furniture incorporates provincial textile patterns in laminate, while other pieces derive design inspiration from "television static." A floral and polka dot sofa tapestry designed with Knoll Textiles is exemplary of Venturi's unique styling approach.

Notes Venturi, "The fabric's juxtaposition of soft and hard elements, representational and geometric patterns, and monumentality and grace is representative of how the collection incorporates unusual design combinations using new design techniques." **Circle No. 368.**

TEC™ CARPET



The permanent solution to disruptive static.

It's the warranty you've been waiting for, and Allied makes it crystal clear: new TEC™ carpet —with its integrated face yarn and backing system—will not cause static-related disruptions of even the most sensitive electronic equipment. Read the warranty label for details.

It's the strongest warranty you can get. And this warranty is not only good for the life of the carpet, it's good even if equipment is added or changed in the future. Because TEC carpet is engineered for permanent, Total Electronic Compatibility with all electronic equipment.

Which means the guesswork, worry and uncertainty of specifying commercial carpet for use with computers and other electronic equipment is over, too.

Permanently.

And there's more good news. TEC carpet is made of Multi-Task Anso® IV HP nylon with HaloFresh™, so it comes with built-in soil and stain resistance, antimicrobial protection, the high-performance of heavy denier fibers, and a 10 year wear warranty direct from Allied to the end-user. (See warranty label for details.)

Now it's all so simple. When it's critically important to keep electronic equipment safe from static, you'll be safe with TEC.

The carpet that puts an end to the most critical static-related problems, once and for all.

For more information, write to:
Allied Technical Center, P.O. Box 31, Petersburg, VA 23804.

™ TEC TOTAL ELECTRONIC COMPATIBILITY CARPET

Circle 46 on reader service card

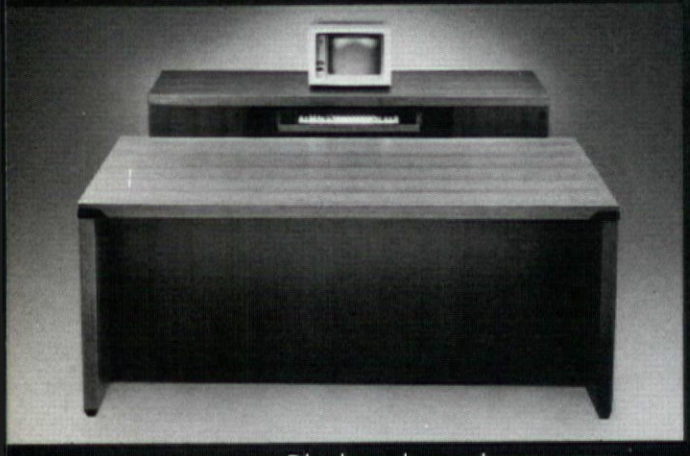
ALLIED Corporation

OUR COMPUTER SHOCK ABSORBERS

Don't let the Computer Age ruin your sense of design. Offer your clients our King/Miranda desk and Confer chair. Connect them to the 20th century without forcing them to suffer computer shock.

ENGINEERING, NOT JUST DECORATIVE DETAIL.

The King/Miranda desk conceals computer connections behind a classic appearance.



Black end panel connecters are really wire management raceways, sliding drawers hide computer keyboards, and the matching case goods have soft urethane door pulls, so executives never run into hard knocks.

THE SOFT WAY TO WORK WITH HARDWARE.

The Confer chair, engineered like a high performance automobile, comes complete with articulated seat, variable pitch control, lumbar support, and waterfall front. Now executives can lean forward or back, go up or down, and not be stuck in an uncomfortable or stressful position.

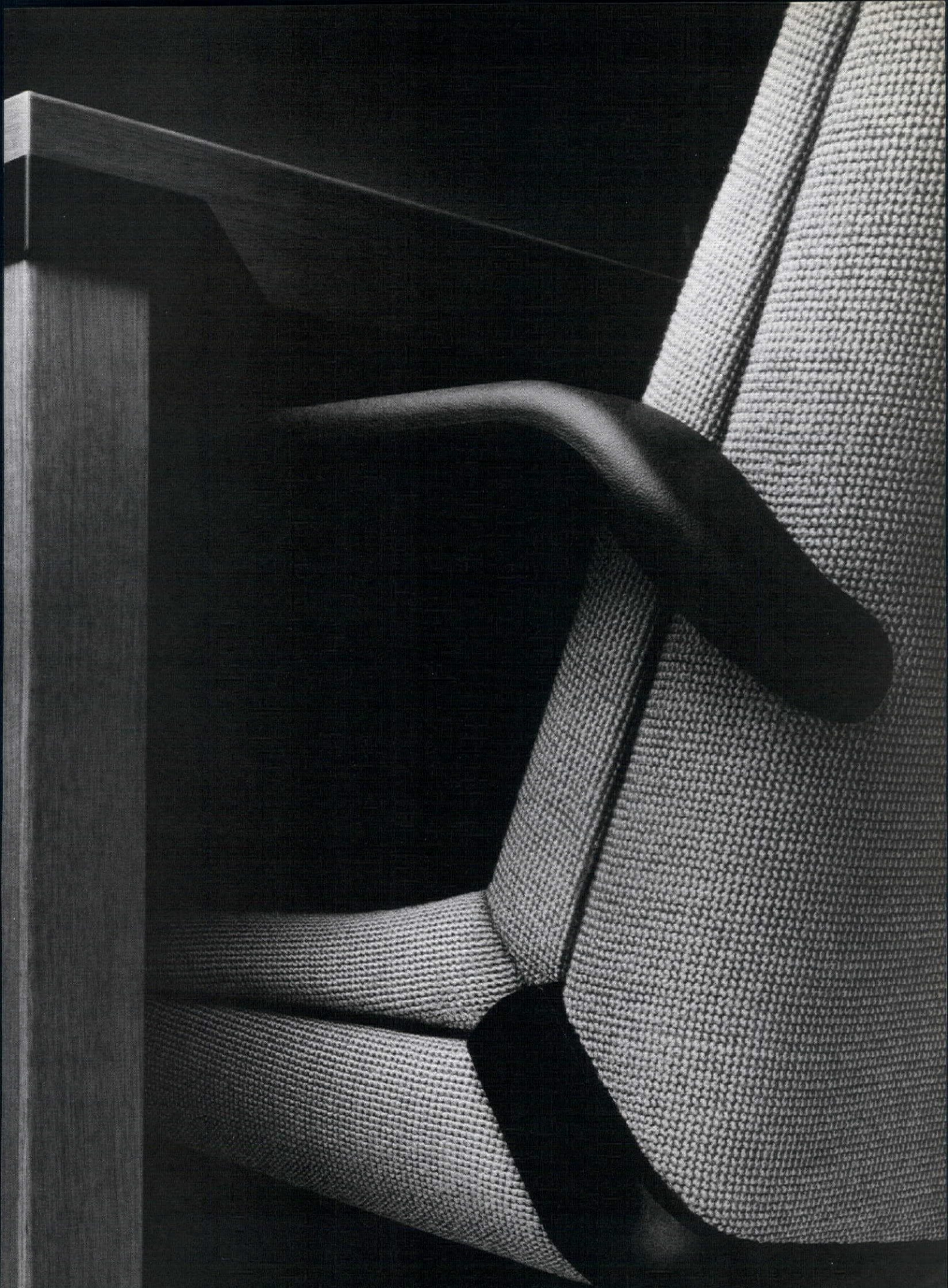
Just because your clients have to work with computers, doesn't mean you have to design by the numbers.



Atelier International, Ltd. 595 Madison Avenue, New York, N.Y. 10022 (212) 644-0400. Showrooms in Chicago, Los Angeles, Dallas, Washington, D.C. and selected dealers nationally.

WORKS OF ART THAT WORK ai

Circle 47 on reader service card





Easy-to-rearrange signage program includes wide variety of in-stock selections

Spanjer Brothers offers a wide variety of open plan signage that is available in-stock for quick delivery. In fact, the firm claims that its products offer specifiers advantages over custom programs by making signs easy to re-order while assuring quality control.

In addition, these signage products offer users a high degree of versatility thanks to inserts that are easy to change and rearrange. Lettering and copy inserts are available in magnetic and removable forms. In one version, inserts are placed between a frame and clear, matte lens; to remove the signage, the user simply extracts the frame. Regardless of design, all products are constructed to quickly and easily disassemble and alter, in keeping with flexibility requirements of open plan.

Options available for Spanjer signage systems include a wide range of contemporary lettering colors. Type is also available in a variety of styles, with serif and sans serif faces and square or radius corners. Custom corporate or organization logos are easily applied to copy inserts as desired by users.

Other components available with Spanjer's standard open plan signage include desk bar, wall, and ceiling signs. All products are design-compatible, permitting creation of a cohesive interior signage program.

Circle No. 286.

The New Planters Just For Open Plan

TOPsiders™ The entire grid is your garden. Plant the filetops, the binder bins—and the wall panels, if that's where the plants work best.

TOPsiders™ Soften edges and happily put high touch humanistics anywhere. Free up plant placement options and de-limit design potential without stealing a single square foot from a space-critical floor plan.

TOPsiders™ Patent pending. Clean-lined radius rectangles in ABS. Non-marring support brackets install quickly with no tools at all, adjusting snugly to any size panel top from 1¾″ to 2¾″; then, the watertight planters slip securely over the brackets to hide them completely. Designed to hold standard 6″ nursery grow pots without replanting; 30 x 6 x 6″ and more sizes to come soon; four standard matte colors—warm brown, dark brown and the most frequently specified tan and gray values.

TOPsiders™ A whole new way to plant an open plan.

Circle 48 on reader service card

2312 Central Avenue
Middletown, OH 45044
(513) 423-2735

TOPsiders™



The Attractive Alternative.

At Filing Equipment, Inc., we've improved our product. Our new selections of fabrics, finishes, and details combine to produce a fabulous look that stands up to the competition. All this, without sacrificing the quality and durability long featured in all of our products, and with a price tag so reasonable, you'll have to consider. See why we call our new Partition System The Attractive Alternative.

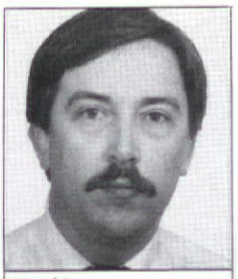


Filing Equipment, Inc.
P.O. Box 457/Ringgold, Georgia
(404) 935-4024
(800) 241-5246

Fei

Circle 35 on reader service card

PEOPLE/NEWS



Hutchison

Robert Hutchison (shown) has joined Shaw Industries Inc. as manager of contract development. He formerly served as director of product development, Collins and Aikman.

Neville Lewis Associates appointed **Sonya B. Kelley** (shown) to the position of vice president/managing principal, Dallas office.



Kelley

Harry T. Meagher has joined Stratton Industries, special market division, as manager, midwestern states, including Illinois, Michigan, Minnesota, Missouri, and Ohio.

Vecta Contract has named **Frank W. Johnson** to the newly created position of director of marketing.

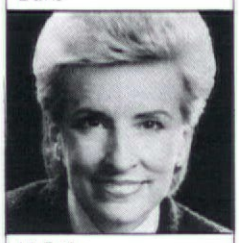
The Marble Institute of America (MIA), an international trade promotional association, has accepted **Eliane Pepper Ltd.** into membership. A manufacturer of marble tables and furnishings, Eliane Pepper will serve as MIA representative.

The fibers division of **Allied Corporation** has been named supplier of indoor carpet to the Los Angeles Olympic Organizing Committee. Allied is also a corporate sponsor of the 1984 Olympic games.

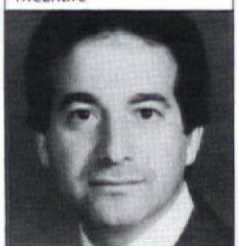
Through the Steinfeld Foundation, **Manfred Steinfeld** has awarded a grant of $200,000 to the Weizmann Institute of Science, Israel. The grant was made to the institute's H. Levine Center for Industrial Research and will be used for flame-retardant studies related to furniture and furniture products.



Davis



McEntire



Millstein

Bill Davis (shown) and **Wayne Loeb,** principals,Southland Sales, are representing Gregson Furniture Industries in California, Arizona, and Nevada. **Don Whittier,** Whittier and Associates, is representing the firm in Georgia, Alabama, Mississippi, and Tennessee.

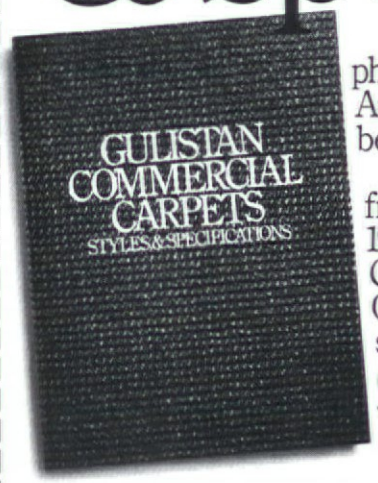
H. Starley McEntire (shown), AIA, ASID, has joined Loebl Schlossman & Hackl, architects and planners, Chicago, as director of interior architecture.

Alan S. Millstein (shown) was appointed regional manager, Houston, Knoll International. **Christopher P. Gunter** was named regional manager of the firm's Miami offices.

Robert E. Nahas was appointed president, The Wool Bureau Inc., the U.S. branch of the International Wool Secretariat. He will be responsible for marketing activities.

Circle 87 on reader service card

Free Pics & Specs.



Our carpets photograph well. And perform even better on the job.

Write for our free new Gulistan 1984 Commercial Carpet brochure. Or use the reader service card.

STEVENS
Gulistan Carpet

Name

Company/Address

City State Zip

Stevens Carpet Division, P.O. Box 34534, Charlotte, NC 28234

4107

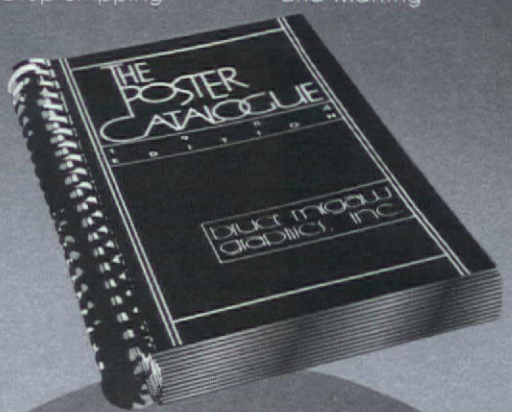
1215
Framed Images

Hotel Hospital
Corporate Specialists

Security hanging System

Trouble-free
Drop Shipping

Custom Framing and Matting



B.M.G. Framed Graphics Inc.

200 Airport Executive Park Spring Valley, New York 10977
(914) 356 1881 or Toll Free (800) 221 4613

Circle 51 on reader service card

DESIGN GROUP INCORPORATED
is offering
a modular approach
to open office design.

DG

Entire offices
can be furnished
with a minimum number
of rearrangeable components
manufactured in
ribbon mahogany
and white oak
in six different finishes.

Optional Features:
Ambient Lighting
Acoustical Panels
Free-Standing Desks
Wardrobe Units
Various File Configurations

Representatives in all major cities
Direct inquiries to:
DESIGN GROUP INCORPORATED
5875 S.W. LAKEVIEW BLVD.
LAKE OSWEGO, OREGON 97034
800-227-7720

Circle 52 on reader service card

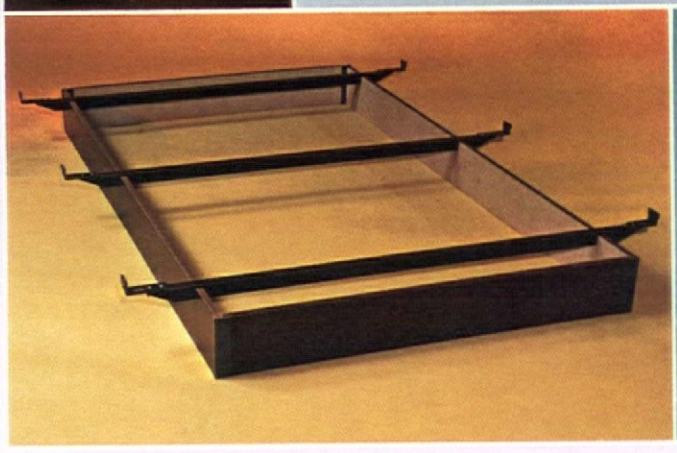


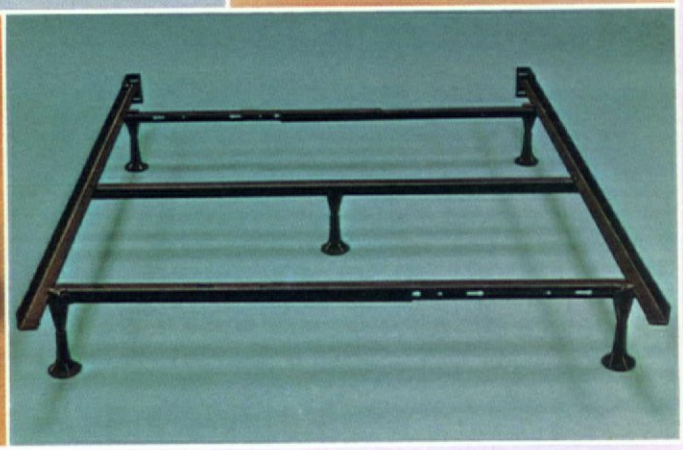
Ready-to-ship Sleep Products
that increase your profit margins











Here are the sleep-oriented furniture products you can rely on for extra profitability. And each of them require bedding that will produce additional revenue for you.

Select from wood or metal bunk beds, rollaways, the space-saving Stow-Away bed, attractive bed bases, bed frames and trundle beds with pop-ups. Why not write or call for literature and prices.

Leggett & Platt
INCORPORATED

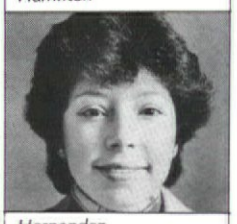
HOME OFFICE P.O. BOX 757 CARTHAGE, MISSOURI 64836 417/358-8131

Circle 53 on reader service card

Thomas Hamilton (shown) was appointed vice president/director, marketing and sales, Boris Kroll Fabrics. He was formerly vice president, sales, Lees Carpets.


Hamilton

Luci Hernandez (shown) was promoted to senior associate, Interspace/Florida. Her new responsibilities include design development.


Hernandez

Duane W. Isakson was appointed vice president, sales and marketing, Eck-Adams Corporation. He formerly held the position of product sales and marketing manager, seating and systems, The HON Company.

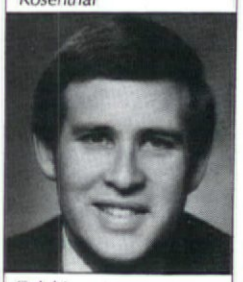
Peter Goudreau joined Wall-Pride Inc., a California-based manufacturer and distributor of fabrics and wallcoverings, as director of marketing.

Martha M. Swenholt has been named executive director of the newly opened Design Center South, Laguna Niguel, Calif.

Don Primi was appointed president and chief executive officer, Logo Looms Ltd., a New York-based manufacturer and importer of custom area rugs.

William H. Field, former vice president of sales and marketing, Kittinger Company, has been named managing director of The Washington Design Center, Washington, D.C. Field will also assume the title of vice president, The Mart Centers.


Rosenthal


Tolchin

David & Dash named **Gary Rosenthal** (shown) to the position of vice president, contract sales. He has been associated with the firm for 12 years.

Lawrence Tolchin (shown) was named vice president, marketing, New York Graphic Society Ltd. His new responsibilities include strategic marketing and sales planning, as well as product selection.

Facit Inc. has sold its furniture division to Human Factor Technologies, Londonderry, N.H.

Dick Thomas was appointed director of contract sales, contract division, Workbench. He has spent 20 years in the furniture and design field.

Interior designer **Pamela Gayster** was appointed sales representative, Aleat Construction Inc., New York.

ACOUSTICAL WALL COVERINGS IN STOCK PROGRAM

For: Partition—Wall Manufacturer
Specifier—Space Planner

Wall Carpet now color co-ordinated with floor carpet.

Four Grades:
Summit—Nylon Loop
Contract 600—Acrylic Loop
Velvet Tex—Nylon Velvet
Softwall—Berber Loop

All Grades Class A Flame Spread

Available:
3′ - 4′ - 5′ - 6′ - 12′ widths

All grades can be Scotchgarded



30 in stock colors
Custom colors available

Used by: Standard Oil, I.B.M., Texaco, Eastern Airlines, Delta Airlines, American Airlines, Packard Ind.

Approved by New York Port Authority

For samples and information:
National Carpet Mills, Inc.
6540 Powers Ferry Rd.,
Suite 330
Atlanta, Ga. 30339
(404) 951-2075

Circle 54 on reader service card

Sigma 2000™
is Synomics

...taking you beyond ergonomics. Man, machine, and environment working together to attain higher levels of productivity than any could achieve alone.



Shape, texture and color combine to create a unique design statement.

User-adjustable worksurfaces and seating increase comfort and productivity.

Acoustical wall systems provide exceptional speech privacy.

A wide range of filing systems for both paper and electronic media.

...all coming together in Sigma 2000™

BORROUGHS
LEAR SIEGLER, INC.
(800-253-4083), IN MICHIGAN CALL 616-342-0161

©1984

Circle 55 on reader service card

TO CLOSE THE SALE OPEN THE DRAWER

When customers open these drawers this furniture literally sells itself. The drawers move with the smoothness and silence of a ride in an ultra-expensive luxury car. The reason is the Accuride® slides that suspend the drawers.

Furniture buyers physically experience a sudden and irresistible impression of overall quality. And it carries through to the entire piece of furniture, regardless of price.

The effect is exclusive. No other slides (even those that use a "copycat" design) come even close to the Accuride fine movement. And there's no way any other slide ever will.



More than 10,000 Accuride custom designs are now in use in fine furniture and file drawers, computer keyboards, disc drives, photocopiers, shipboard electronic enclosures and microfilm readers.

"Surprising" the steel into a precision movement

Ordinary slides are bent progressively by roll-forming, much the same way you crease a piece of paper with your thumbnail. And, like paper, the metal "wants" to return to its original shape, causing tiny dimensional variations in the slide raceway. That's why ordinary slides just don't move very smoothly.

The Accuride raceway is created simultaneously along its entire length in a fraction of a second. Immense forces in a precision die form the close tolerance ball raceways of extraordinary straightness and parallelism, and the fine Accuride movement that has never been duplicated.

Accuride controls virtually all elements in the manufacturing process

Accuride buys only steel and commonly available plating chemicals. Everything else (processes and components) that other slide manufacturers "job out" are done in-house at Accuride plants in California, England, West Germany and Japan. The result is unparalleled quality control.



Dozens of the world's largest and most demanding companies put Accuride to the test every year

Despite exhaustive vendor performance analyses, value engineering studies and quality audits, over 95% of all Accuride customers choose to place 100% of their business with Accuride year after year.

The reasons are simple: excellent quality control, on-time deliveries, reasonable lead times, stable pricing, and superb emergency response.

Here's an offer that puts the proof into your own hands

Prove to yourself that Accuride slides are superior to every other slide in the world. Just send a request on your company letterhead describing your interest in slides and Accuride will send you an actual slide.

The action is so smooth and precise, some people call it an "executive pacifier," but its purpose is to demonstrate the value of the Accuride quality and movement.

Write to Accuride, 12311 Shoemaker Avenue, Santa Fe Springs, CA 90670. (213) 944-0921.

Accuride®

Circle 49 on reader service card

HIEBERT

Introduces New Ribbon Base Conference Tables.

Who cares?
The Specifiers,
the Directors,
the C.E.O.'s
and ... most of all,
the Chief Financial Officers!

P.O. Box 6266, Carson, CA 90749
DIVISION, HON INDUSTRIES

Mart Space 1120



PEOPLE/NEWS



Gane

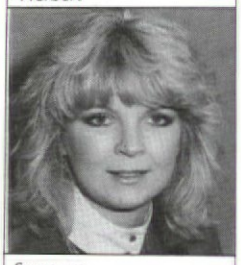
Steve C. Gane (shown) has been appointed sales manager, Comforto Inc. His new responsibilities include national sales activities.

The board of directors, Metropolitan Furniture Corporation, elected **Brian Kane** to the position of vice president of design, and **Richard Mirviss** as vice president of finance.



Herbert

Adolph Novak, RA, AIA, has retired as chairman and CEO, CNI International Inc., and now holds the title of chairman emeritus. **Robert A. Herbert** (shown), ISP, and **Andre C. Ruellan,** FISP, ASID, were appointed executive vice presidents, stockholders, and directors of the firm; **Gerald Brienza,** ISP, was appointed vice president; and **Errol Minto,** ISP, was named to the position of associate.



Swanson

Cheryl Swanson (shown) was promoted to manager, education and training, Haworth Inc. She previously held the position of program development coordinator.

Allen Felsenthal has joined Welton Becket Associates' interior department as vice president, director of marketing. His new responsibilities include development of new business and administrative duties.

James Cox (shown) was promoted to area representative, Washington, D.C., The Scott Group.



Cox

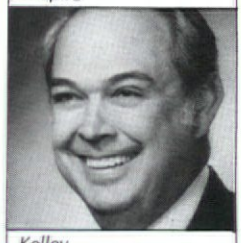
Jack Lowery, FASID, has been named design consultant, Marathon Carey-McFall Co. He will be responsible for formulating new colors and designs for the firm's Bali line of alternative window treatments.



Shapiro

Lauren Shapiro (shown) was appointed to head Architectural Interiors Group Inc., a Florida-based interior design firm.

Hunter Douglas named **O. B. Kelley** (shown) as vice president, sales and marketing, United States window-coverings division. Kelley's new responsibilities include marketing and customer service activities, product development, and advertising.



Kelley

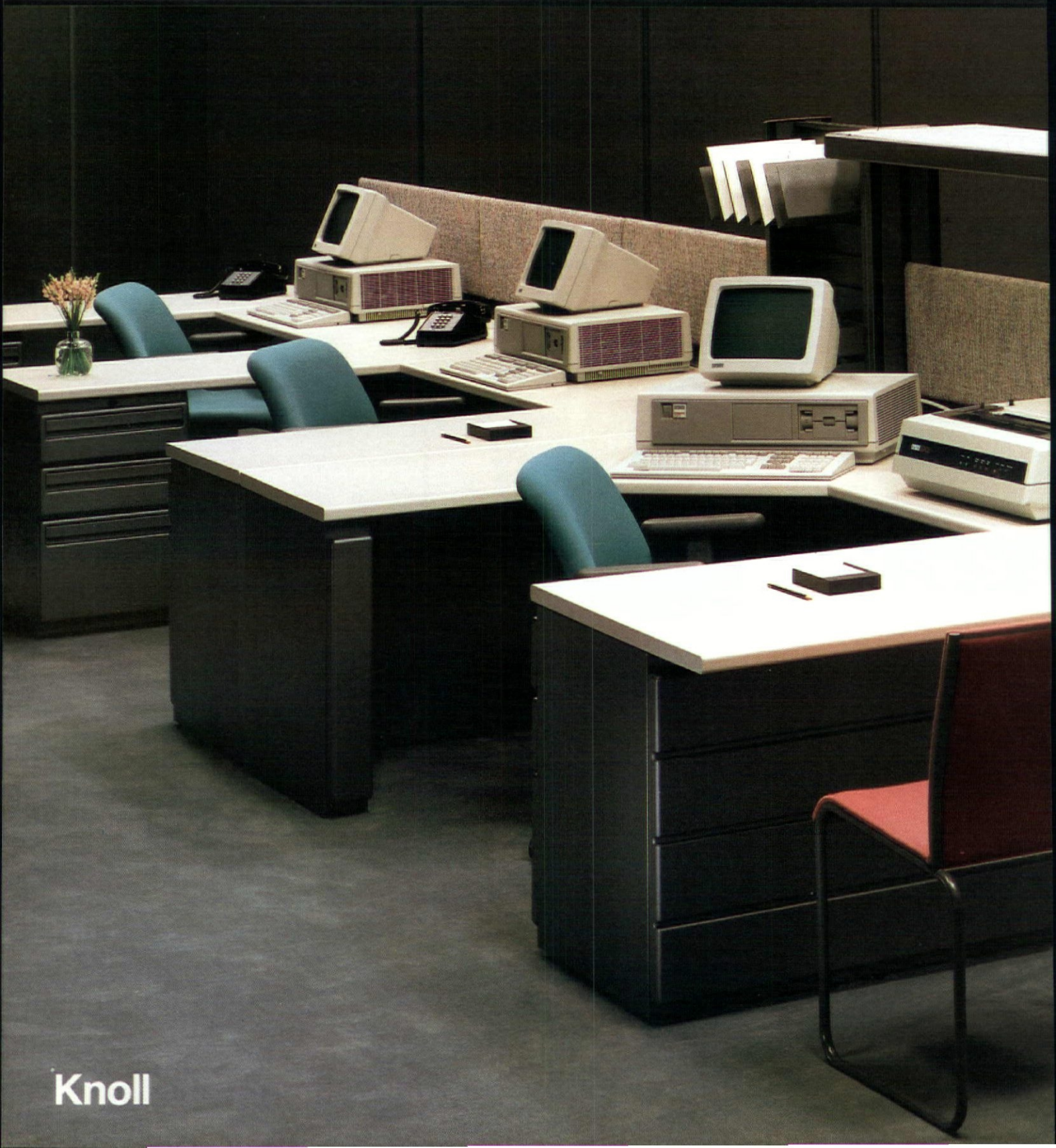


Automation in the office is moving so fast there hasn't been a desk to keep up with it. Until now . . . .



Knoll

Knoll introduces The Hannah Desk System. It puts wires where they belong: out of the way.



Knoll

Basic to the design of all Hannah Desk components are both vertical and horizontal wireways, with removable covers, providing virtually unlimited space for every kind of wiring and cable, and easy access for installation and maintenance.

Because the Hannah Desk System is completely modular, it can be configured to properly support any computer terminal and its peripheral equipment—to meet any user's needs. Freestanding desks, credenzas and linked system configurations can all be created simply, with little down time.

The Hannah Desk is the modular desk system that, at last, demonstrates that aesthetics and automation can coexist harmoniously in the office. And it is as accommodating to the people who use it as it is to the computers they use.

Knoll International, The Knoll Building
655 Madison Avenue, New York, NY 10021



Circle 50

1984

July 21-26. Summer Market '84. Showplace Square, San Francisco.
July 25-27. CALICON, contract furniture/furnishings show. Western Merchandise Mart, San Francisco.
August 4-7. The Industrial Designers Society of America's annual conference. University of Washington, Seattle, Wash.
August 5-10. Illuminating Engineering Society annual conference, "Fish, Caves, and Rocks." Clarion Hotel, St. Louis, Mo.
August 16-19. American Society of Interior Designers annual convention and exhibition. Hyatt Regency, Chicago.
August 19-22. Ceramic Tile Distributors of America's sixth annual convention and international ceramic tile exposition. Sheraton Boston Hotel and Hynes Auditorium, Boston.
August 19-25. Professional Services Management Journal CEO roundtable discussions. Santa Barbara Biltmore, Santa Barbara, Calif.
August 22-24. Second National Decorative Accessories Show. Moscone Convention Center, San Francisco, Calif.
August 25-28. International Woodworking Machinery & Furniture Supply Fair. Georgia World Congress Center, Atlanta.
September 14-15. Interface I, mid-Atlantic regional design symposium for architects and interior designers. Wintergreen, Va.
September 23-30. Professional Service Management Journal CEO roundtable discussions. Kelley House, Edgartown, Mass.
October 1-4. INFO, information management exposition and conference. New York Coliseum, New York.
October 10-14. Society of American Registered Architects (SARA) 1984 convention. Waldorf-Astoria Hotel, New York.
October 11-13, 15. Designer's Saturday. Located at various showrooms throughout Manhattan.
October 17-24. National Office Products Association's annual convention and exhibit. McCormick Place, Chicago.
October 23-24. OFFICE '84, conference and exhibition for furnishings and design. Washington Convention Center, Washington, D.C.
October 24-26. "Facility Management Process: Mind Over Matter," Int'l. Facility Management Assn. conference. The Mart Center, Chicago.
October 28-30. Pan Pacific Lighting Exposition. Concourse Exhibition Center, Showplace Square, San Francisco.
November 1-3. CONEXION '84, contract design exposition. Atlanta Market Center, Atlanta.
November 11-13. Design Assembly, theme program of "Technology & Technique." The Marketplace, Philadelphia.
November 11-14. International Hotel/Motel & Restaurant Show (IH/M&RS). New York Coliseum, New York.
November 12-13. Computer-Aided Space Design & Management Conference, co-sponsored by CONTRACT and *Facilities Design & Management* magazines. Omni Park Central, New York.

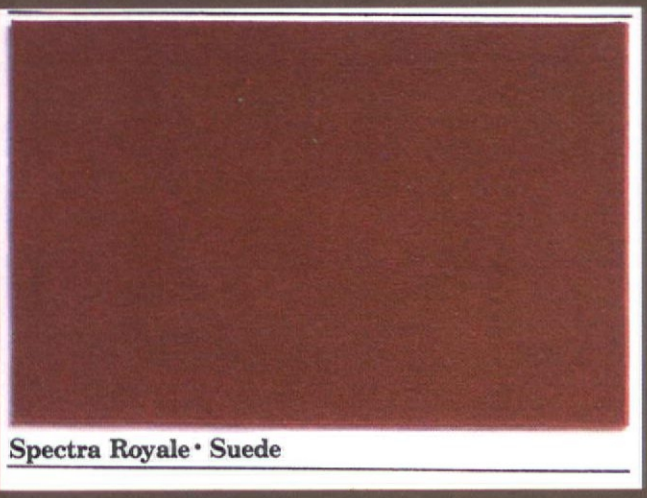
Foreign Trade Shows 1984

September 6-8. CANEXUS, Canadian contract furniture exhibition, Harbour Castle Hilton, Toronto.
September 19-23. "Principles in Practice: Philosophical Challenges/Technological Responses," Association for Preservation Technology's annual conference. Toronto, Ontario, Canada.
September 19-24. Salone Del Mobile, Euroluce, Eimu—24th Italian Furniture Exhibition. Milan Fair Grounds, Milan, Italy.
September 19-28. Sicob, conference and exhibition of data processing, communications, and business furniture and equipment. CNIT, La Difference, Paris, France.
October 25-30. Orgatechnik, biannual international office trade fair. Cologne, West Germany.



executive suite / **open office** / hospitality / health care / retail

The total source[SM] for wallcoverings.



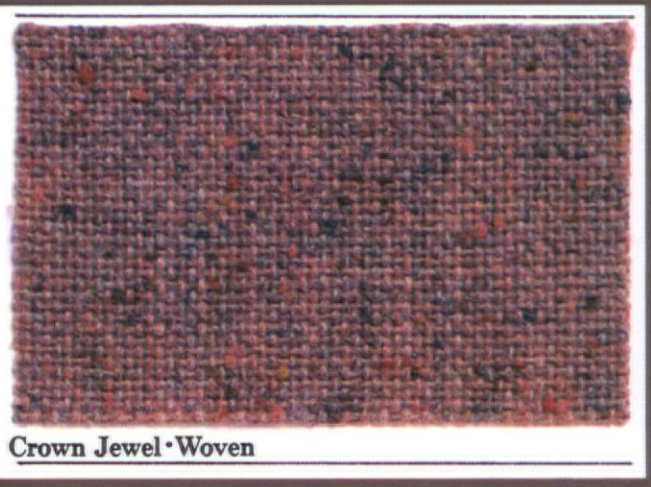
Spectra Royale · Suede



Spectra Royale · Vinyl



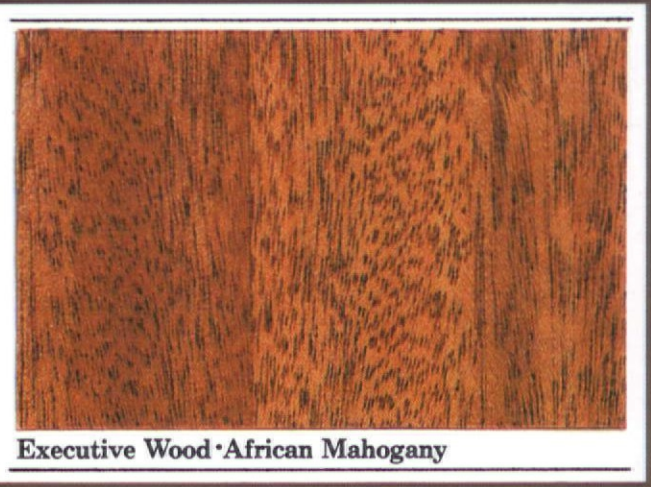
Crown Jewel · Warp Lay



Crown Jewel · Woven



Spectra Royale · Vinyl

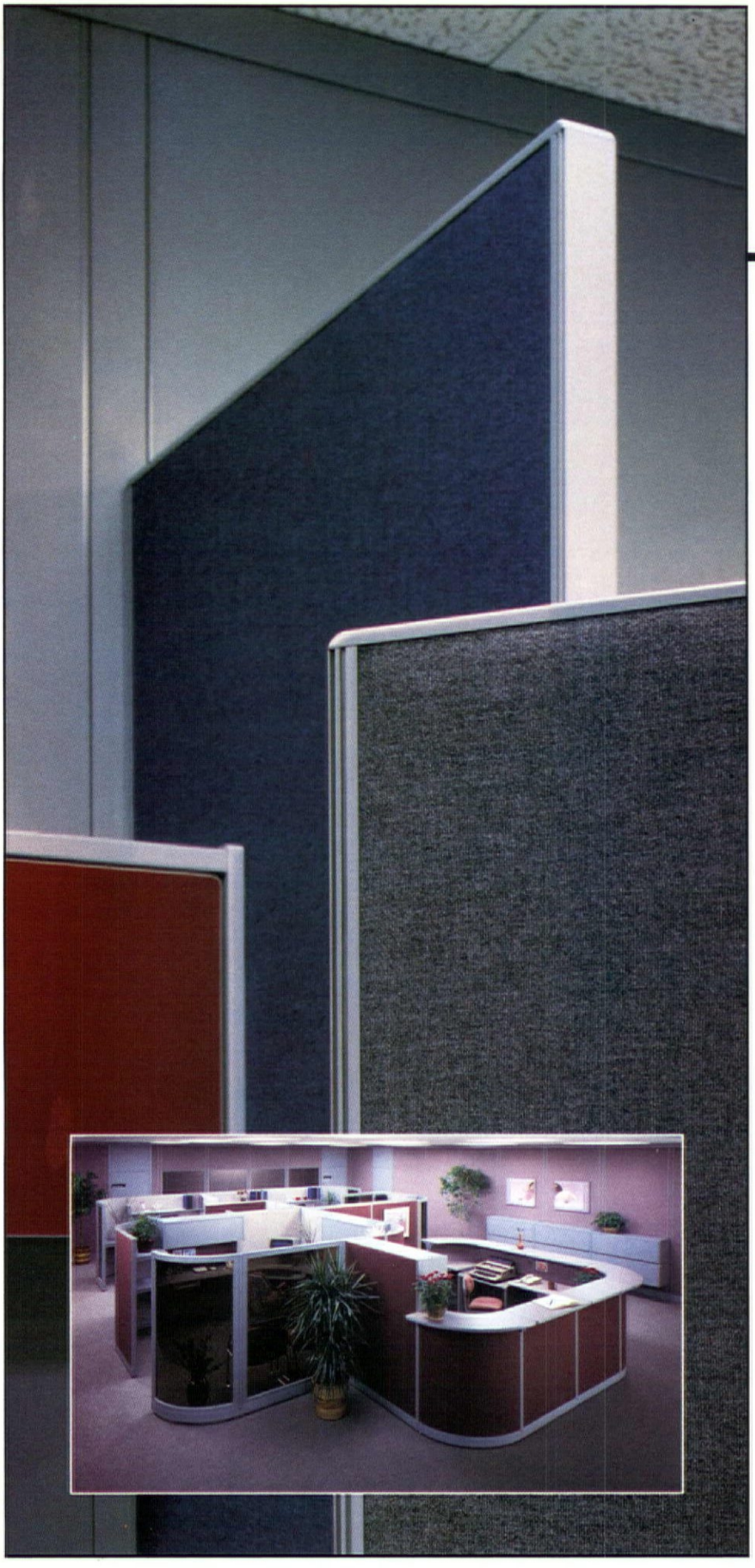


Executive Wood · African Mahogany

Wallcovering for the Open Office...only one of the areas where S.R.Wood's coordinated wallcoverings provide outstanding results. Everything you need to tastefully design corporate headquarters, financial institutions, insurance companies, and professional offices is available when you design with S.R.Wood. And with S.R.Wood, open plan areas, offices, conference rooms, lobbies and corridors can be designed to coordinate with office systems furniture. Our Crown Jewel, Spectra Royale, Executive Wood, Royal Elegance and Old World Collections offer a wide variety of coordinated effects in textile, vinyl, wood, and oriental selections—all professionally designed to provide the beauty, quality, and performance you demand. Whatever the surroundings, S.R.Wood makes it easy to create a totally coordinated look...every time...and with every design.

Circle 41 on reader service card

S.R.Wood,Inc.
1801 Progress Way
Clarksville, Indiana
47130
(812) 288-9201



Before Trendway . . . The Differences Between Private and Open Office Environments Were Obvious.

No longer. Trendway blends the privacy of enclosed office environments with the flexibility of open plan systems. There is functional compatibility — movable "T" Series floor-to-ceiling partitions accept all of Trendway's complete offering of Space Management System panels, work surfaces, filing and storage componentry, without adaptive hardware. And there is visual compatibility — the same wide range of matching fabrics, finishes and trims are uniform throughout. With Trendway, private and open office environments work together as one. The results make an obvious difference.

For information about Trendway private and open office environments write: Trendway Corporation, P.O. Box 1110, Holland, MI 49423.

TRENDWAY

Private and Open Office Environments

Circle 59 on reader service card

Contract July 1984

TVA CONCEPTS OUTSTANDING



Many open plan projects are attractive, intelligently planned, highly efficient, creative, or a combination of some of these characteristics. When CONTRACT's editors looked into the 600,000-sq.-ft. TVA complex being completed in Chattanooga, Tenn., the excitement was electric, for the facility combines all of the above and more, as readers will discover on the following pages. We thought it only fitting that the TVA story kick off CONTRACT's 12th Annual Open Plan Specifiers Guide Issue. We will, of course, be following up with another article showing the completed installation in the near future.—**THE EDITORS**

'NEIGHBORHOOD' CONCEPT AMONG CREATIVE IDEAS IN TENNESSEE VALLEY AUTHORITY



Associated Space Design (ASD), Atlanta, & Buffalo Organization for Social & Technological Innovation (BOSTI), N.Y., innovate to meet regional need in 600,000-sq.-ft. complex

Fifty years after creation of the Tennessee Valley Authority (TVA), the Authority's Office of Power has been consolidated in a 600,000-sq.-ft., five-building complex in Chattanooga. The new facilities were designed, "to support a real sense of community, make the complex unique in appearance and function, and enhance productivity and quality of work life for office inhabitants."

The Architect's Collaborative (TAC), Cambridge, Mass., together with CRS Group, Houston, designed the buildings, all of which are linked by bridges on the third level. TVA selected Associated Space Design (ASD), Atlanta, and the Buffalo Organization for Social & Technological Innovation (BOSTI), Buffalo, N.Y., for a joint venture aimed at creating interior spaces with power-conserving and productivity-increasing design.

The buildings themselves are designed to enhance energy conservation. Through use of "light scoops" in perimeters of each building, light is reflected onto the floors, where it is supplemented by direct and indirect lighting treatments. In addition, additional natural light flows in from skylights positioned over atriums. Each level is stepped to the center of atriums, thus allowing a maximum of light to flow into the buildings.

Established by President Franklin D. Roosevelt in 1933, TVA has become a cornerstone of efficient and much needed power generation throughout the seven-state area it serves. When it was started, according to Hugh Paris, manager of power and

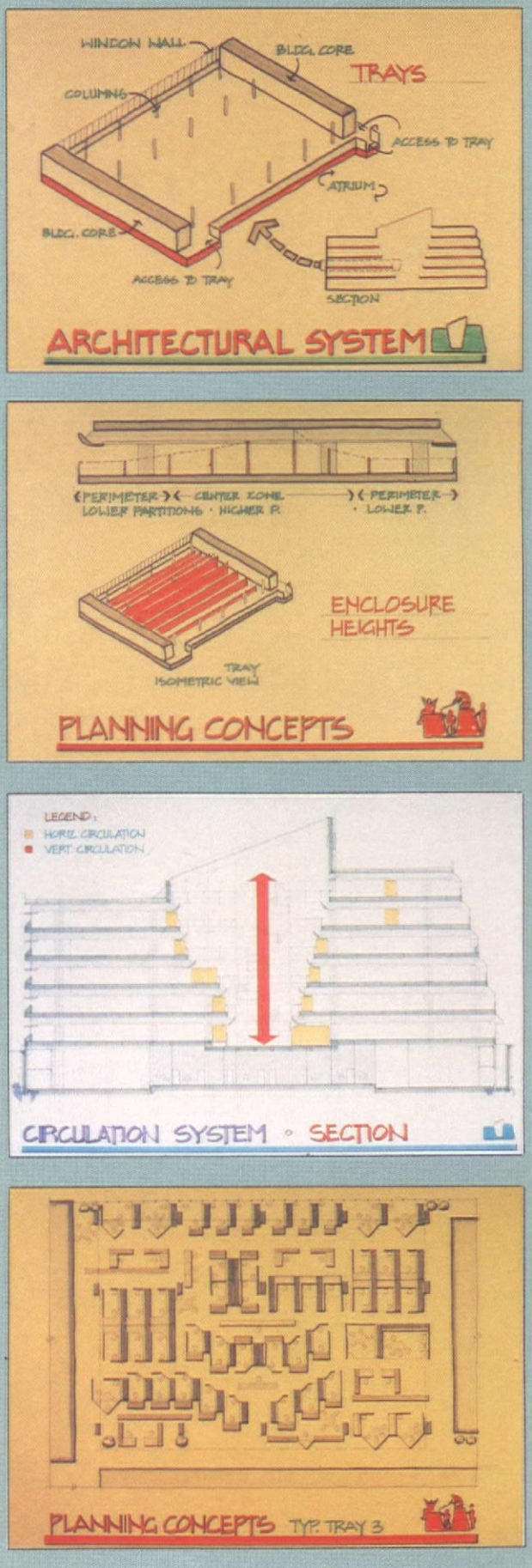
chief executive of the Office of Power, "TVA was a political football, of which one Congressman said, 'The Tennessee River flows through seven states and drains 48 of them.' " Today, TVA is the largest power company in the United States, generating more than 107 billion kilowatt hours of electricity annually and serving millions of commercial and residential customers as well as other power companies.

When ASD and BOSTI were selected for the joint venture from a long list of notable design organizations, they were given a tight schedule to come up with planning concepts. In two months of "hard labor," the joint venture developed concepts that reflect the desires of TVA management.

Three basic ideas drive design

"There are three basic ideas that drive this design," explains Michael Brill, president of BOSTI. First is the sense of 'community' that in TVA's 50th year, enables 'local folks' to serve 'local folks' in the broad area handled by the Authority. Second is the physical reality of these office structures. They are replete with very powerful architectural statements expressed by large, expansive planes, vistas, and corridors, to mention only a few of the impressive features of these beautiful buildings. Third is the need to enhance productivity and the quality of work life for a highly skilled group of loyal and hard-working employees—an industrial family, if you will."

"Together," explains Richard Stonis, executive vice president, ASD, "the five buildings constitute a very large complex—600,000 sq. ft. of space. So, we first suggested the concept of naming seven clearly identifiable areas after geo-



Roadway running under complex and typical connecting bridge (opp. page) are viewed from another connecting bridge. Open plan concepts are illustrated (r, top to bottom). Typical "tray" encompasses 10,000 sq. ft. and, together with "street" corridor, steps inward to the atrium to enhance natural light. Enclosure heights vary according to location in tray, increasing in height toward middle to permit maximum transmission of natural light from scoops. Horizontal and vertical circulation is achieved at stairways and entry points shown in cross-section. Typical open plan tray is varied according to employee work needs.

TVA COMPLEX

Furniture supports typical work patterns

graphic locations in the Tennessee Valley. The names include Cumberland, Shawnee, Paradise, Sequoia, Raccoon Mountain, and Tupelo.

The names correspond to one another in the complex, as they do in the physical topography of the area," concludes Stonis. For TVA people, the names assigned to building blocks would be meaningful identities, steeped in the traditions of the region.

Caroline Nelson, associate and project designer, ASD, adds, "Our next step was to identify blocks between cores. We call them 'trays,' which consist of 10,000 sq. ft. of space. They form neighborhoods, each with a main street, back roads, street signs, and landmarks (such as clocks) to enable employees to identify where they are in the complex. Color schemes help do that as well."

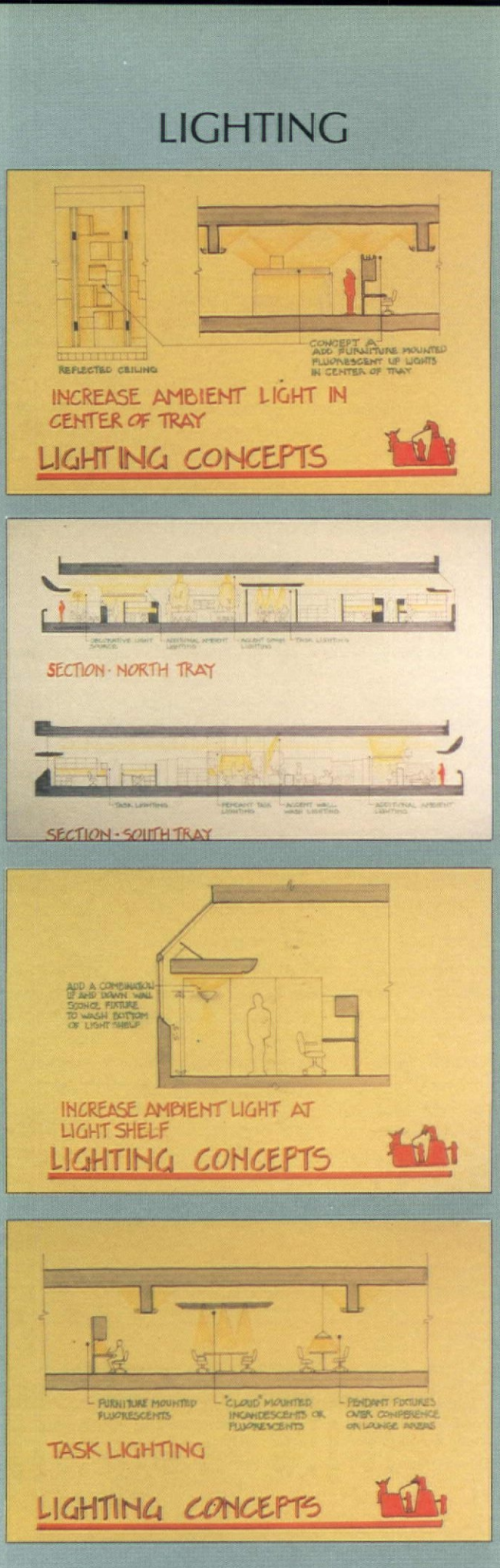
Sense of community achieved in neighborhoods

That sense of community, according to the design team, was created with a lineal progression of identification. Building blocks are named for important TVA places, as are atriums for group identification. Trays function as neighborhoods; each has a center. They have town-like circulation patterns, such as main streets, back roads, and neighborhood squares. "Landmarks," such as clock towers, street furniture, mailboxes, and street signs also help identify and differentiate locations.

"Further," continues Stonis, "there will be variation in scale and type of space, as well as a public-to-private gradient. Personalization of space by each office inhabitant is welcomed by management."

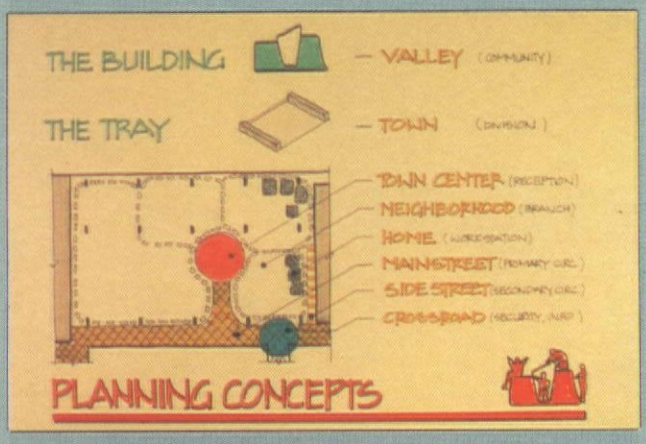
Brill points out that high ceilings provide a strong structural framework for spatial variety, as do the panel options, which range in height from 141 in., due to high ceilings, to 48 in. A 96-in. panel and two panels measuring 80 in. and 65 in. respectively, round out the selection. The latter two are offered in a windowed variety.

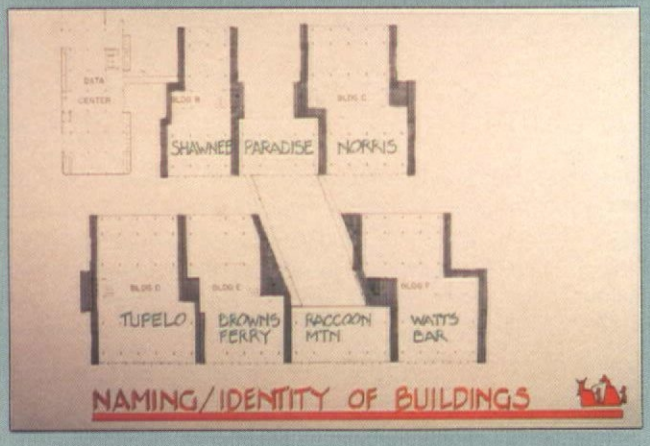
Lighting for the entire complex was very carefully conceived

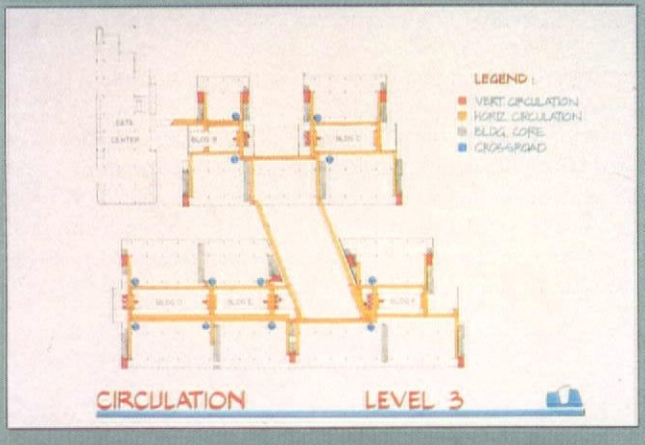


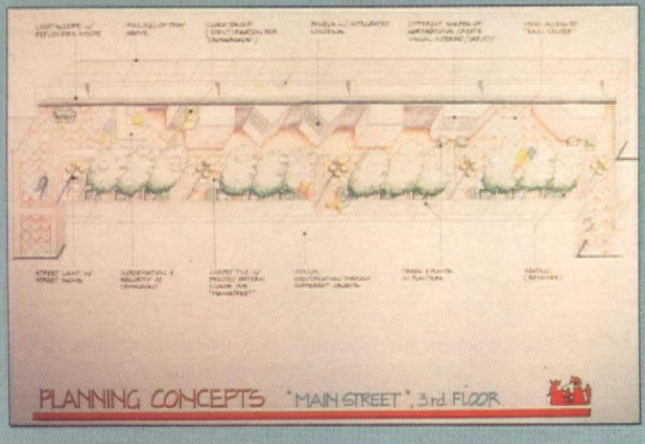
Lighting concepts (r.) vary within the trays according to location away from or near light scoops on perimeter. A complete variety of lighting techniques is utilized throughout the complex, as shown.

NEIGHBORHOODS









to take advantage of daylight provided by light scoops and central atrium skylights, according to William Pulgram, president, ASD. "We augmented lighting in a variety of ways, as needed. Notably, we provided cove lighting in an artificial ambient light system, as well as task lighting in appropriate places and 'cloud'-mounted incandescents and fluorescents, as well as pendant fixtures over conference or lounge areas. Partitions are lowest near the outer areas, close to the light scoops, and increase in height toward the center of the trays."

Insofar as the enhanced quality of work life is concerned, Brill points out, "We felt that this ought to be a place that is forgiving—that welcomes people making personal changes in their own workspaces.

"Equally important, we wanted productivity to be enhanced through the use of the most recent research. Furniture and furnishings had to support current work patterns and styles in the context of both short- and long-term flexibility. And, of course, the workstations had to incorporate change options, as well as ergonomic features that provide the ultimate in comfort while preventing fatigue. In addition, group services had to be strategically placed throughout."

Doesn't tinker with how people work

The design team goes on to point out that the total environment—encompassing neighborhoods, streets, and other amenities—provides a sense of place, despite the immensity of spaces. Brill adds, "The design does not tinker with how people work. While there are conference facilities throughout, some people work within small conference areas of an office space—perhaps two or three people at most.

"Workstations are functionally-derived and are not assigned by job title or salary schedule. Those who need more space—perhaps because such space is taken up by keyboard and screen functions—get it," says Brill.

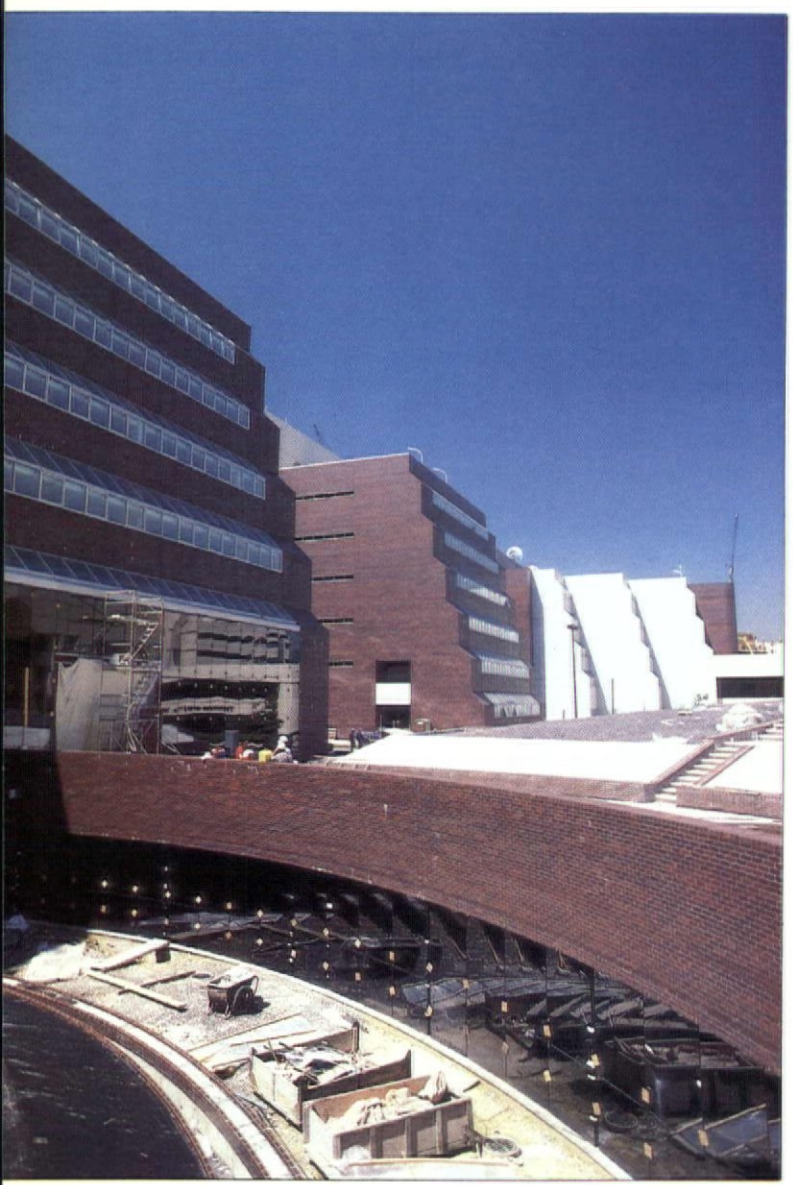
Basic connector "streets" establish network access to any of

Neighborhoods are named (l. top to bot.) for easy identification of buildings and locations within them to reduce or eliminate confusion throughout the complex. Typical "street" has its own landmarks – a clock, benches, colors – that quickly identify locations for visitors.



TVA COMPLEX

Lighting concepts accommodate natural illumination

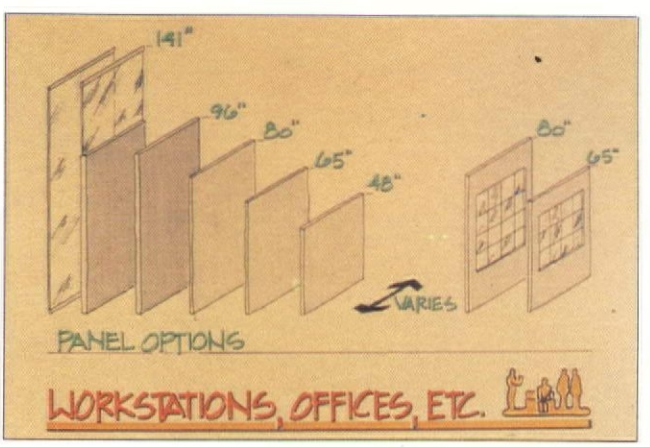


the five buildings on the third floor of the complex. Points of arrival are designed to establish transition to new floors and neighborhoods; landmarks and street signs accomplish this as well. Main streets, typified by an abundance of live foliage, are buffer zones between communities. Random irregularity is created on main streets, both for identifying reasons, as well as variety; streets are different in each tray area.

Function dictates spec

A daylight side and an atrium side comprise perimeters of each tray. Within the trays, different furniture and furnishing groupings are provided for different kinds of offices, storage, and filing needs, depending upon the function of the office inhabitants.

Every aspect of the working environment is considered in design of workplaces, each varying according to function, need for conferences, number of people usually participating in meetings, and need for speech privacy, among other considerations. Conference areas, too, were designed according to possible needs by Dr. Glenn Ferguson of BOSTI. Three different types of



Tray stepbacks and light scoop locations (l.) are shown in building configuration, with roadway below. Variable heights of panels and windowed panel options (above) provide total flexibility in high-ceilinged trays.

Richard Stonis (opp. page, l. to r.) executive vice president, talks with William Pulgram, president, and Caroline Nelson, associate and project designer, all of ASD in front of typical floor model. Joint venture participant is Michael Brill, president, BOSTI (below).



conference areas are incorporated into spaces: one is a secure conference area, usually located off to one side of the core. Another of the same type is located in small trays; while two conference areas are in larger trays.

A second type of conference area, also located in a tray, measures 12-ft. by 12-ft. It is designed for open meetings which do not require speech privacy. A third type is designed to accommodate 20 or 30 people, has audio/visual components, and features theater seating.

Videotape facilities are provided in conference areas that have privacy features; these are located on the third level to ease access.

Smoky Mountains palette

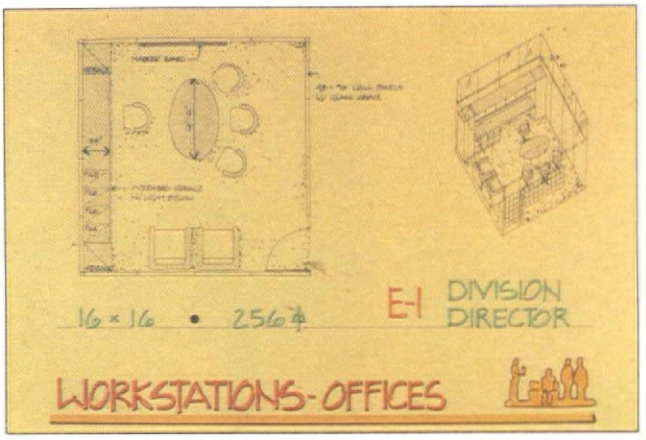
Color for the facilities were selected from a palette reminiscent of the Smoky Mountains. A layering effect is achieved through random dark and light gradations of gray rose, white rose, gray blues, and late-afternoon colors which pervade the facility. However, colors change from building to building to aid in identifying each building as a separate facility. Use of colors, however, does give space a unifying quality throughout, according to Pulgram.

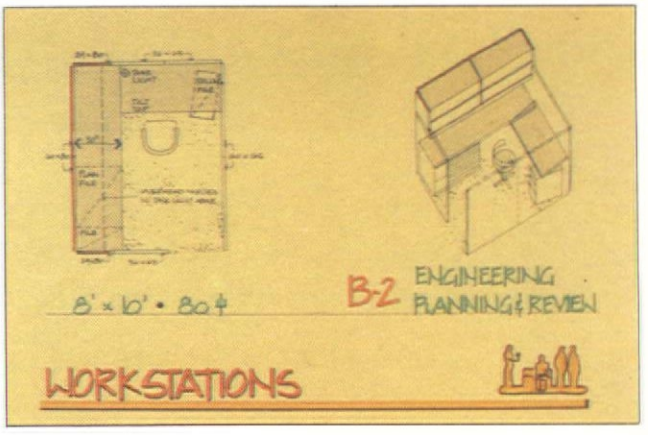
Proposed art programs include photography from the TVA archives, which, if adopted, will provide a unique sense of place for a unique organization, according to designers.

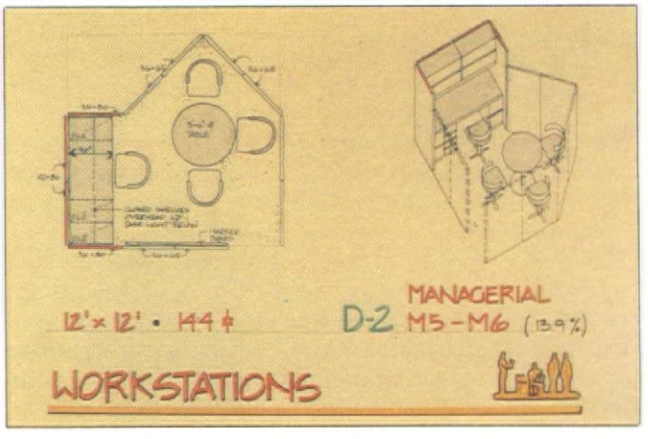
As for the ever-recurring question "But what will my office be like?"—asked by people anticipating the move with mixed emotions, TVA teams intend to brief employees. Three TVA groups, architectural, interiors, and industrial engineering all are involved with the new building complex and are coordinating closely with TAC, CRS, ASD, and BOSTI.

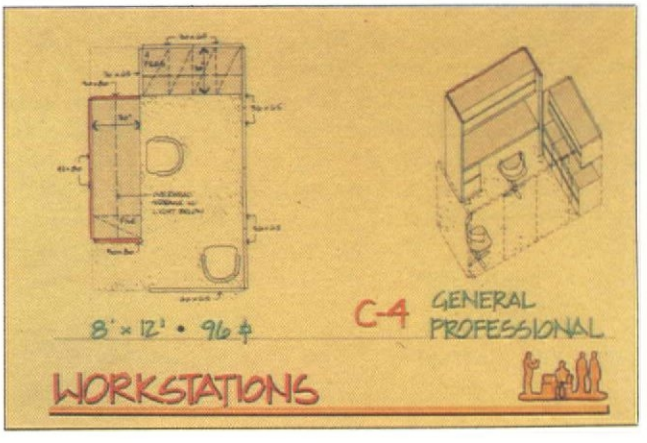
Designers of the interior spaces consulted at great length with TVA management teams to ascertain exact functions that determined space allocations and types of furniture to be specified by function rather than title. Projected offices, consequently, promise to be the ultimate in working comfort and efficiency. □

WORKSTATIONS









Workstations (r.) vary in configuration and space allocation only in terms of employee function and need, rather than by title. Only four of many different arrangements are illustrated here.



Photos by Adam B. Laipson

AT&T GETS COMPETITIVE IMAGE

Design firm defies short lead time, worker strike to complete project on time & under budget

Despite problems caused by an employee strike and court-mandated deadlines, Space/Data Group, Philadelphia, persevered against the odds to create a branch marketing office for an AT&T Information Systems division, Bala Cynwyd, Pa. The design employs an open-plan system which accommodates extensive requirements for flexibility.

Complicating matters, Space/Data had to design three additional AT&T offices within a total time frame of nine months. The firm was able to meet this schedule, however, by using modular furniture systems, color schemes, and a design for communications and computer lines which remained consistent throughout the four locations. Also of help to designers were the previous working relationships they had with suppliers.

"Of utmost concern were the lead times needed by suppliers and the assurances we needed that orders would be met," says Space/Data's Jonathan Dyer, AIA, executive vice president and architect-in-charge of the project.

"Among other things, we were talking about a total of five miles of modular furniture partitions, all manufactured to allow for future modification as both worker number and function change," he adds. "Plans for this weren't even approved by AT&T until early August, which was two months after the furniture systems had been ordered."

Cabling requirements critical in computer room

The 80,000-sq.-ft. Bala Cynwyd office occupies three floors of a seven-story building and features a state-of-the-art computer room. The room had "tremendous cabling requirements" in that not only did cables have to be laid for telephones, computers, and power, but some VDUs had to be situated within specific distances from the main computer.

Service calls from six states are also controlled from this room, so it was critical that the space have the proper configuration and be completed on time. Flexibility was required to meet computer system changes every six months, Dyer says.

Original plans for under-carpet flatwire to carry the power were scrapped in favor of a conventional system of power poles due to a telephone worker strike. "Bell workers were to have done the cable installation, but they were on strike and it would have held up the rest of the work," says Dyer. "The flatwire must be down before the carpet is installed and workstations are assembled, and we could never have met our deadline using that system." □

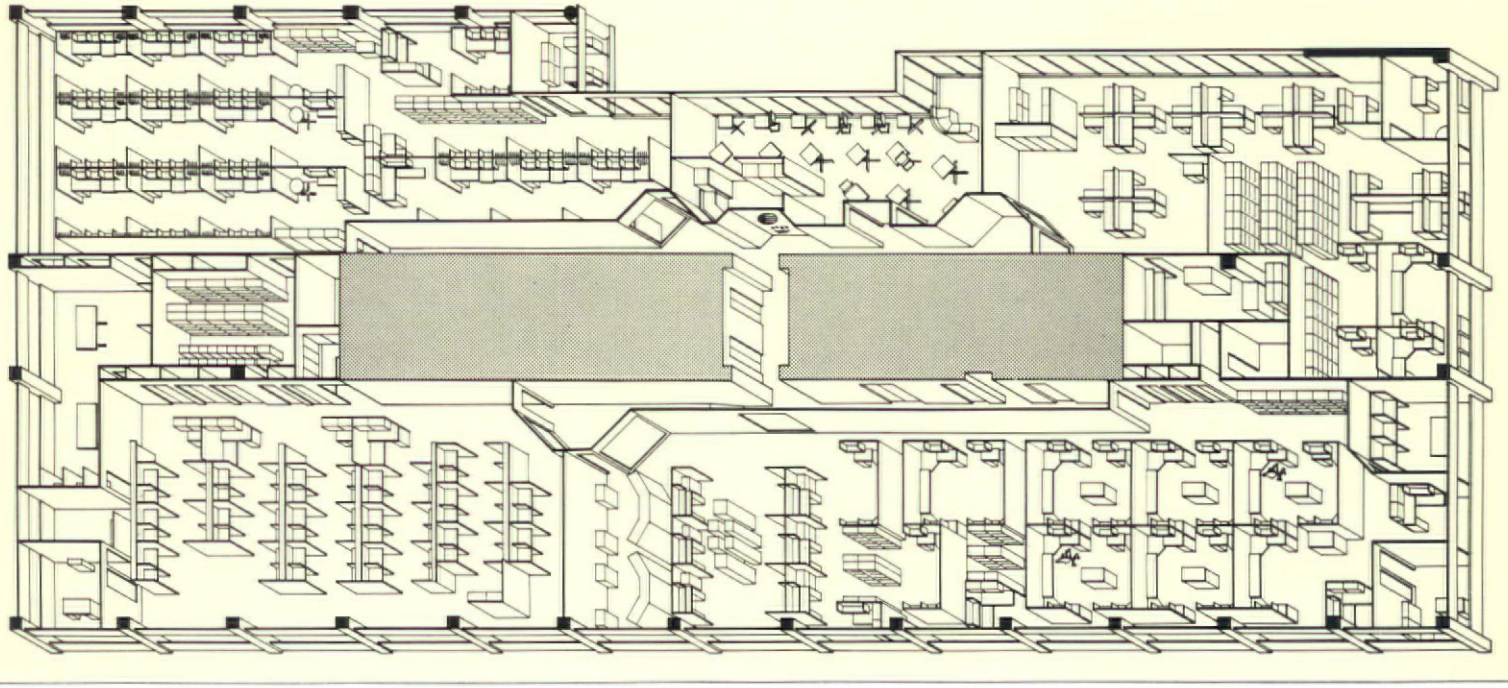
A branch marketing office for an AT&T Information Systems division, Bala Cynwyd, Pa., features a maintenance operation/control center (above) where business telephones are serviced electronically.

SOURCES

Furniture—Steelcase, Vecta Contract, Continental Imports, Johnson Industries. **Lighting**—Lightolier, Steelcase. **Flooring**—Pirrelli. **Carpeting**—Interface. **Millwork**—Rogert Schweitzer & Sons. **Accessories**—Smokador. **Art**—One of a Kind. **Planting**—Greenscape Exotics.

Interior design and architecture—Space Data Group; Jonathan Dyer, AIA, executive vice president/managing director; Angela B. DeElse, IDC, vice president/director of design; Raymond A. Klumb, AIA, vice president/director of architecture; Laura Prickitt, project designer; Bea Jo Yerg, project designer. **Developer**—Prudential Insurance Co. of America. **Contractor**—Altman Carpentry.





AT&T's open plan design (top) accommodates the firm's critical need for flexibility due to tremendous cabling requirements and frequent computer system changes. Floor plan illustrates the company's second-floor offices. Clockwise from upper left are a software support center, lunchroom, administrative support center, maintenance operation/control center, and customer maintenance contact center.

DESIGNER SALARY POLL LINKS JOB TENURE & COMPENSATION

CONTRACT *survey with Business Products Consulting Group reveals regional differences in designer compensation*

By **ANDREA L. FINTER**

Andrea L. Finter is director of research for Business Products Consulting Group (BPCG International), N.Y., which has developed a complete analysis of designer salaries, job tenure, growth, and demographics by major metropolitan area (New York, Chicago, Los Angeles, St. Louis, Houston, and Dallas) as well as by major regions of the United States.

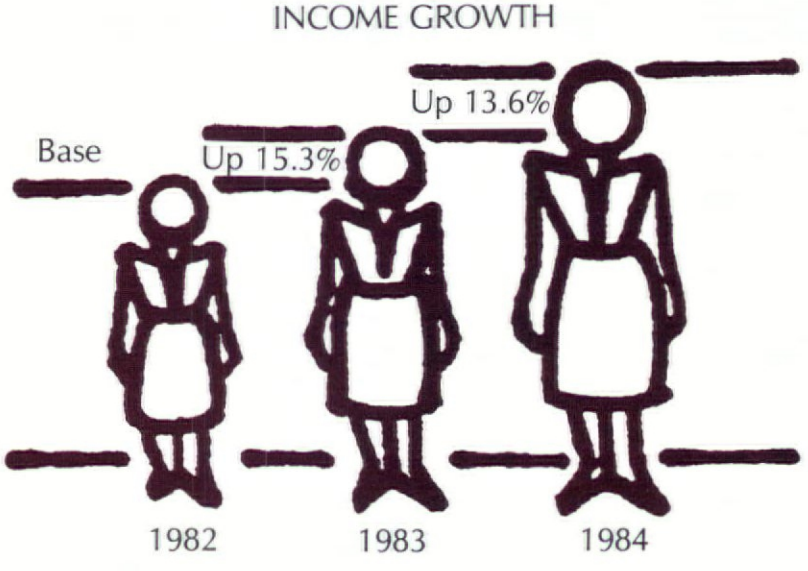
Interior space designers whose compensation is often linked to employment tenure, have frequently been accused of high turnover and minimal employee loyalty. Is this true? And if so, what effect does mobility have on salary?

Two forces are at work in the tenure-salary link. Survey data reveals the ready availability of new or inexperienced design professionals, precluding employers from offering high pay for lower level positions. As expertise is attained and talent refined, however, salary increases. Simultaneously, growth opportunities begin to decrease!

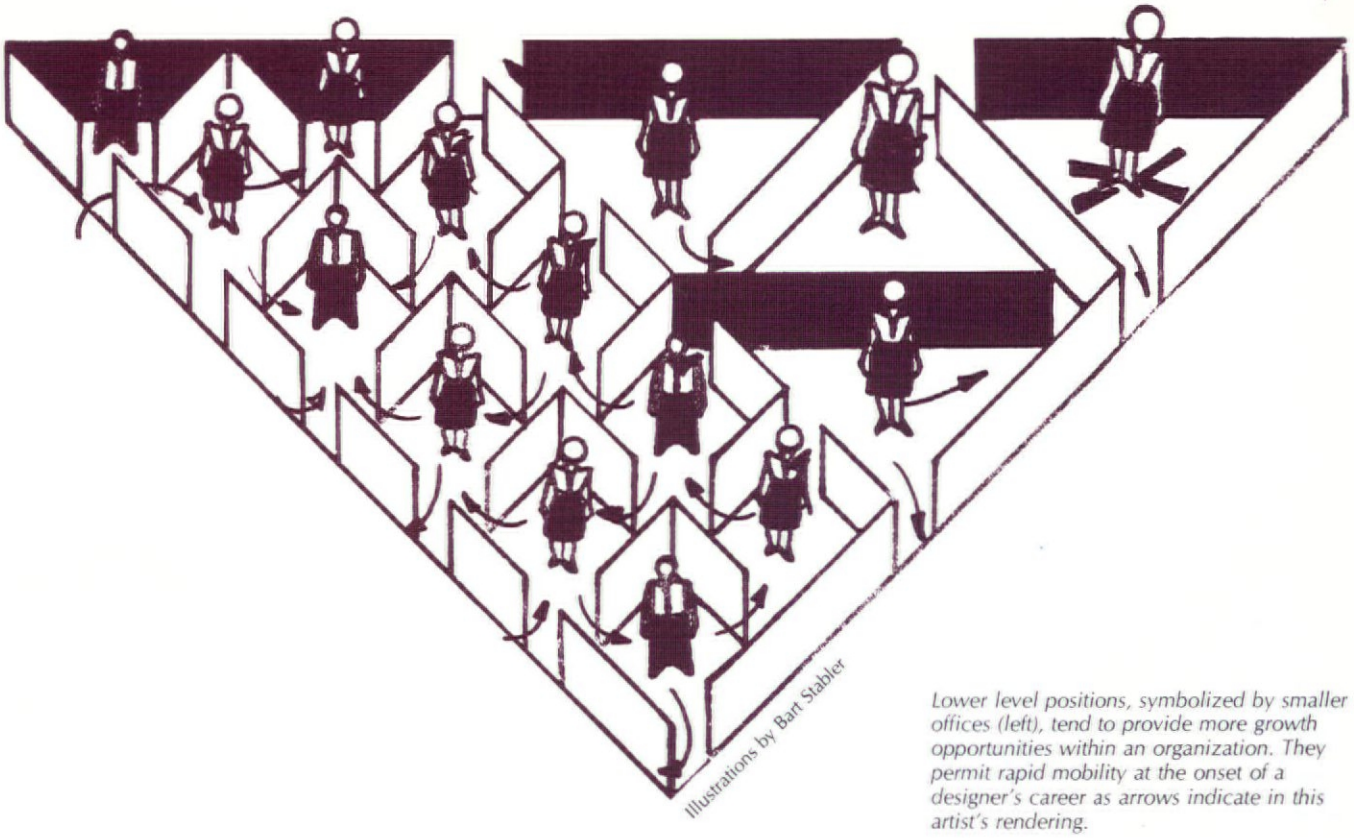
This phenomenon is attributable to the fact that large organizations have clearly defined departmental and job functions. That structure is not only suited to supporting higher salaries in upper management, but naturally delineates career opportunities. As a designer moves up the pyramid, however, he or she increasingly faces the likelihood of "topping out." Eventually, a professional designer must face the fact that career growth has been abruptly stopped by a decline in positions.

The second force indicates that while smaller firms may not be able to support the higher salaries typical of larger firms (nor can they offer equivalent growth potential), they seem to represent a more flexible environment, one which offers a broader range of challenges and responsibilities at all levels.

A key attraction in smaller firms is "equity" or ownership. The ability to be "self employed" seems to be as strong an



As shown in drawing to right, for the average survey respondent, designer salary increased 15.3 percent from 1982 to '83. Salary grew 13.6 percent from 1983 to '84.



Illustrations by Bart Stabler

Lower level positions, symbolized by smaller offices (left), tend to provide more growth opportunities within an organization. They permit rapid mobility at the onset of a designer's career as arrows indicate in this artist's rendering.

incentive as income and reflects the highly independent nature of the design industry.

Mobility, growth relationship

As personal growth is achieved, income and independence begin to emerge as trade-offs to the design professional. The strength of either factor is reflected in the career choices designers make. Obviously, the ultimate aim in any profession is high income and high independence which seems to be an elusive goal achieved only by a select few.

Salaries disclosed by the poll are based on an average work week of 45 hours. As might be anticipated, the higher the position the longer the work week. Additionally, while the bulk of a design professional's time is spent in a primary job function (described by job title), anywhere from 25 percent to 50 percent is invested in other responsibilities. The narrower the definition of a position, the higher the percentage of time spent in other job functions. Senior-level positions with broad responsibilities and principals in small firms perceive that all of their activities pertain to their job and, therefore, rarely spend office time not "working."

Average respondent tenure reported in the survey is 10.4 years, ranging from 2.7 years for junior designers to 15.2 years for directors of design. Lower level positions tended to exhibit higher turnover. Junior designers, for example, spend an average of two years with an employer, while directors of design average five and one-half years.

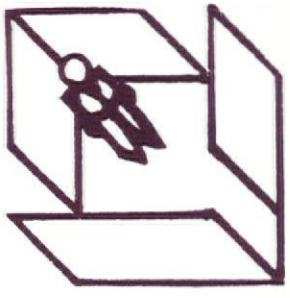
As for mobility *within* an organization, lower level positions tended to afford more growth opportunities. Tenure averages one and one-half years for junior designers; 5.4 years for directors of design.

Early career growth rapid

Research indicates that growth can be achieved quickly within the context of a single organization when a professional is first starting his or her career. As experience is gained, however, job tenure becomes more important and growth is frequently achieved by moving to a new company.

An interesting note on tenure was reflected in the data that revealed greater stability in mid-level positions. The "training ground" for directors of design seems to be capped at the Project Director and Project Manager levels. Lengthier





When a designer moves up the job pyramid, the possibility of "topping out" becomes more of a risk since the number of available positions shrinks at higher levels.

COMPENSATION SURVEY

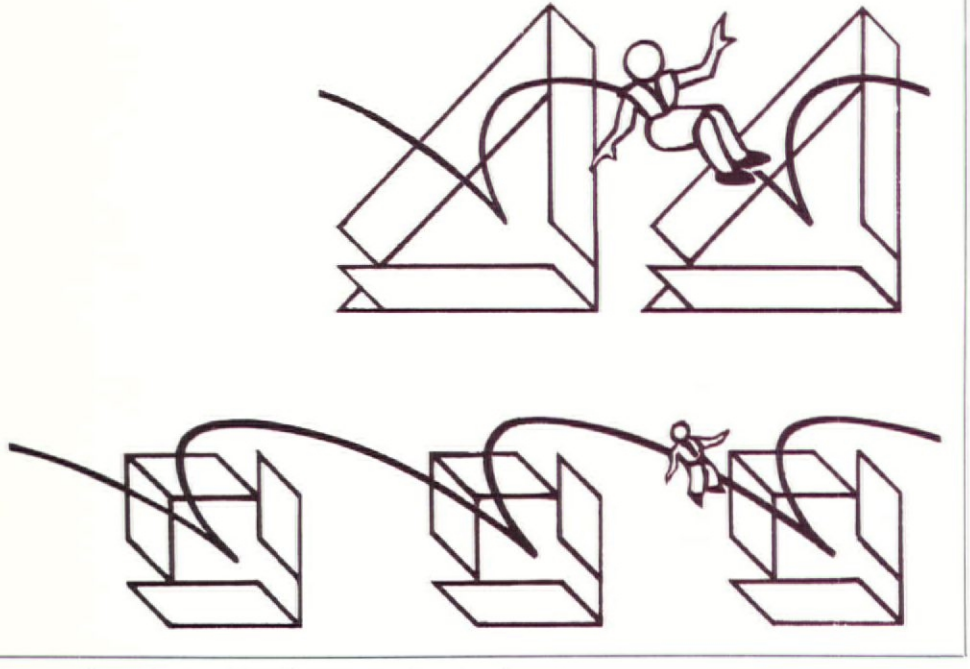
'Average' designer belongs to professional group

tenures are evidenced as the pool of available positions drops dramatically.

Career plateaus

The Project Director and Project Manager levels appear to represent a career plateau. At this point, virtually every design professional is faced with a decision: (1) remain at this level until opportunities for advancement open within the present corporate structure; (2) change employers; or (3) venture out and start an independent design company. The data showed that the great American dream of independent business ownership is alive and well and is reflected in the number of firms with staffs of five or less. An astounding 53 percent of respondents fall into this category.

Only eight percent of survey respondents completed graduate training, while 77 percent possess bachelor degrees. The B.A., B.S., or B.F.A. degree appears to be an essential qualification in initiating a career, but talent, performance, and experience emerge as the driving forces in creating new growth and compensation leads.



Lower level positions (bottom row, above) tend to have higher turnover rates, with job tenure averaging two years. While for Directors of Design (top row), five and one-half years is the average length of tenure.

A thumbnail sketch of the "average" respondent reveals the following profile of the typical American contract designer:

Female; 33 years old; Bachelor of Arts degree, probably in Interior Design or Fine Arts; has *not* been qualified through the National Council of Interior Design Qualification NCIDQ Examination; and holds memberships in the American Society of Interior Designers (ASID)–31 percent, Institute of Business Designers (IBD)–29 percent, and American Institute of Architects (AIA)–18 percent.

Also, the average respondent is a project manager in an architectural or interior design firm employing between one and five full-time design professionals; has spent 10 years in the profession, six of them working for his or her present employer and four in the current position; and works an average of 44.6 hours per week, 37.6 hours of which are devoted directly to the design job function.

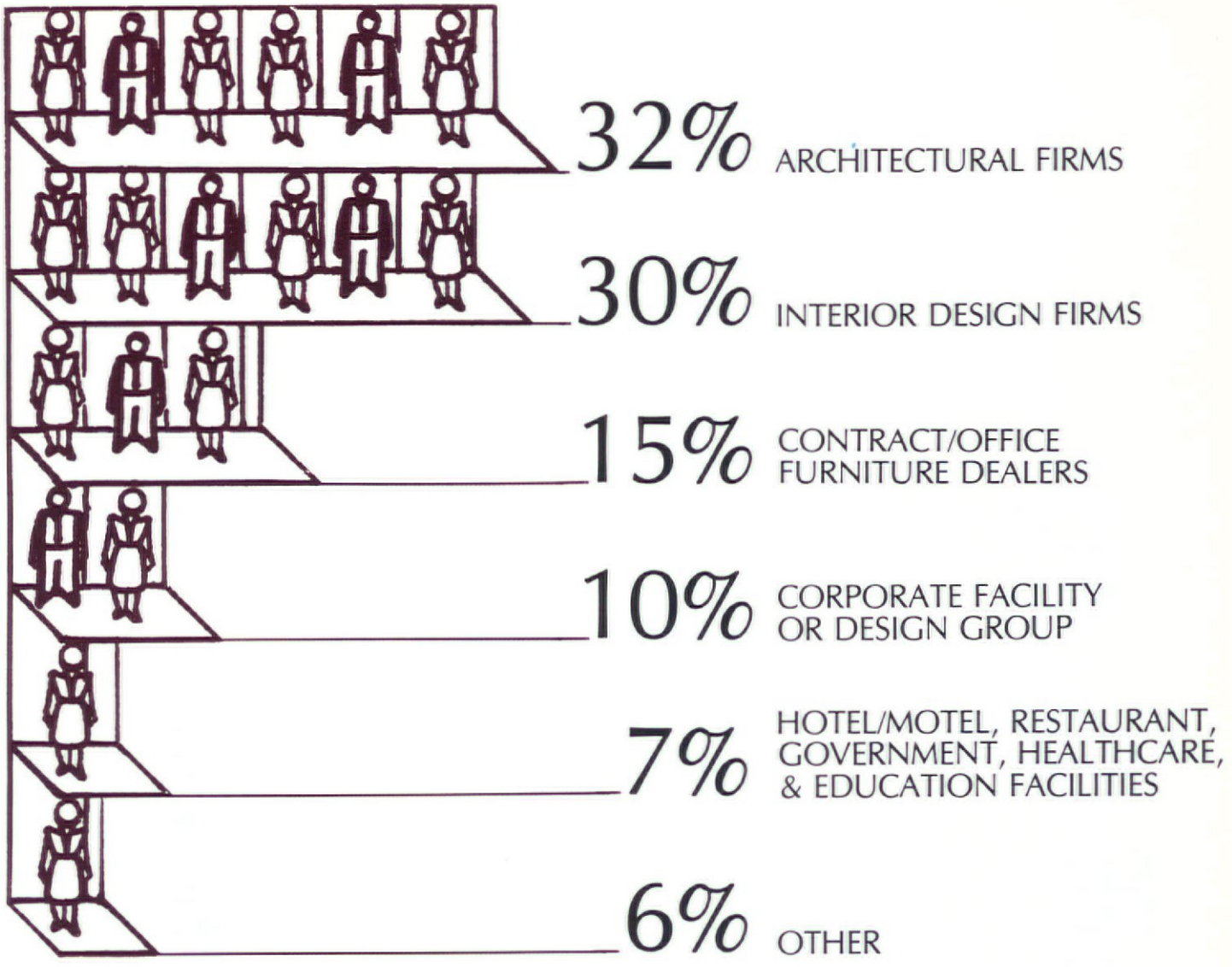
Gross income for that average professional is $29,600 for the year ending December, 1983. He/she earned 85.9 percent of income from salary, 1.6 percent in overtime pay, 4.8 percent in commissions, 2.18 percent in bonus income, 4.02 percent in profit sharing, and 1.49 percent by freelancing, teaching, or working on projects outside of full–time responsibilities.

Salary up 13.6 percent in '84

The average design professional's income in 1983 was 15.3 percent higher than in 1982 and is expected to increase an average of 13.6 percent in 1984. The magnitude of this change is affected by various factors. Entrepreneurial types whose high risks pay off may find themselves with incomes that could possibly double. Design professionals moving to new organizations are likely to realize major salary increases, especially if the move is upward, while those who remain within the same organization will probably realize the smallest gains.

Median incomes did not vary significantly from region to region, while cost of living differentials produce higher incomes in metropolitan areas, especially New York and Los Angeles. The design profession, however, represents a highly competitive and dynamic career opportunity for talented people. Not only does competition keep salaries from becoming disproportionate but it also fosters a continuing creative and innovative posture throughout the industry.

PROFILE OF SURVEY RESPONDENTS



URBAN & REGIONAL SALARY DATA SEPARATED IN SURVEY

The January issue of CONTRACT included a confidential salary survey developed in cooperation with Business Products Consulting Group (BPCG), a New York-based management consulting firm specializing in the contract furniture industry. Did you participate? If so, yours was one of nearly 200 responses received from six regions and five metropolitan areas.

The responses on salary data and position descriptions were analyzed by Andrea L. Finter, BPCG's director of research, and reflect the regional representation revealed in the map on this page.

High response rates from the Northeast and northern tier of the United States mirror a concentration of designers and architects in those areas. Also demonstrated is the fact that even with the exodus of other industries from the inner city, interior design continues to be a truly "urban" profession.

Statistics for metropolitan areas are *not* included in respective regions. Data on New York City salaries, is therefore not reflected in the statistical tabulation for the northeastern region. However, it should be noted that although many firms are located outside of metropolitan areas, their profiles and practices are generally reflective of metropolitan characteristics.

Professionals will find that differences are most pronounced in comparing metropolitan areas; New York continues to dominate, with Los Angeles and Chicago following closely behind.

The largest number of survey respondents came from architectural firms (32 percent) and interior design firms (30 percent). There were not any significant differences in salary levels between the two types of firms. Additional responses were received as follows:

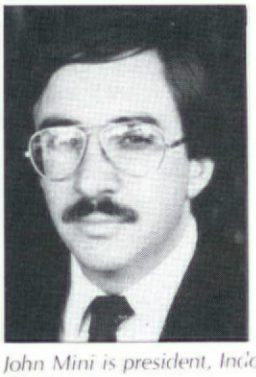
- Contract/Office Furniture Dealers .....16 percent
- Corporate Facility or Design Group .....10 percent
- Hotel/Motel/Restaurant ....2 percent
- Health Care Facility .....2 percent
- Educational Institutions ....1 percent
- Government Agencies ....1 percent
- Other .....6 percent

Several areas of the interior design trade were examined in the study, thus providing a broad cross-section of information for trend analysis. Professionals who are interested in further details on salary, mobility, tenure, and growth, can contact BPCG directly. Detailed results of the study are available from BPCG, 24 Fort Salonga Rd., Centerport, NY 11721; (516) 261-8880.

By **JOHN MINI**

PLANTS ARE KEY DESIGN TOOLS WHEN PROPERLY SPECIFIED

Aiding traffic direction, worker efficiency, plantings require designer know-how



John Mini is president, Indoor Plantscapes

Plantscaping is an increasingly important element in office interiors as designers and planners endeavor to bring more of the outside indoors to alleviate sterility of such environments.

In some applications, plants can soften the blow of a company's move from private, enclosed space to open plan. The shock of relocating from a four-walled, self-contained office to openness can be acute for some workers. Plantscaping aids in making that transition by providing a comfortable ambience while defining space and establishing sight barriers.

Aside from these subtle effects exerted by plantscaping, greenery performs a more noticeable service through traffic direction. Plants can provide breaks in circulation paths and can change flow of traffic.

More importantly, some varieties of plants can produce beneficial psychological effects by providing a natural and living ingredient in office interiors.

Designing interior plantings to fit needs of client firms demands a close study of specific functions and prerequisites for department work flow. Plants must provide continuing interest that won't become distracting or monotonous. Contrasting the color, shape, and texture of plants can add warmth to well-planned workstations, sustaining environments over the long-term.

Studies conducted in Europe by the Quickborner Team, plus similar independent research in the United States sponsored by DuPont's Wilmington, Del. office; the Port Authority of New York; and several other firms, reveals that the original applications of open plan, together with plantscapes, appear to increase worker efficiency.

Plants are increasingly specified in open office plans to make a specific design statement with color and texture. Being flexible, plants can be moved easily to change the pulse and rhythm of offices.

'Evaluate design scheme,' say experts

A good starting point for selecting plant materials for office interiors is to evaluate



Foliage plants in background and cut flowers foreground provide understated design in this office area.

plants as an element in overall space design. Certain plants have specific traditional or contemporary "looks." Palms, for instance, are generally used as traditional elements, where exotic form *Dracaena Massangeana* offers a more updated feeling. Plants help set the mood the interior designer wants to achieve.

Some designers and interior landscape contractors complain about the limited palette of plant varieties. However, current plant selections actually offer over 60 tried-and-true choices. Within this selection, there exists a range of shapes and subtle color variations. Variegated plants offer mixes of yellow, white, and red to add accent to, or blend with, interiors. Potted and cut flowers offer additional elements for seasonal changes and accents.

Designers should creatively use what is available to match permanent environmental conditions of spaces. This can be accomplished by consulting with qualified planting specialists as early as possible during the planning period. Much can be done within the limitations of today's energy-conscious interiors. Knowing about plant availability and allowing the proper lead time before installation permits plants to acclimatize to their new environments.

Five key considerations in plant selection

Among the considerations which designers must be aware of when selecting plants for commercial settings are: scale, lighting, temperature, placement/planning, and maintenance.

A good rule of thumb for proper scaling of plants to suit interiors is to plan for them to be 2 ft. shorter than ceiling height when installed. Plants which reach to the ceiling tend to eliminate the illusion of space beyond. In addition, an element of balance is often



With an absence of partitions, full, bushy plants provide needed sight and sound barriers, while keeping a feeling of open space. Plant varieties are chosen to match environmental conditions of light and temperature.

PLANT DESIGN TOOLS

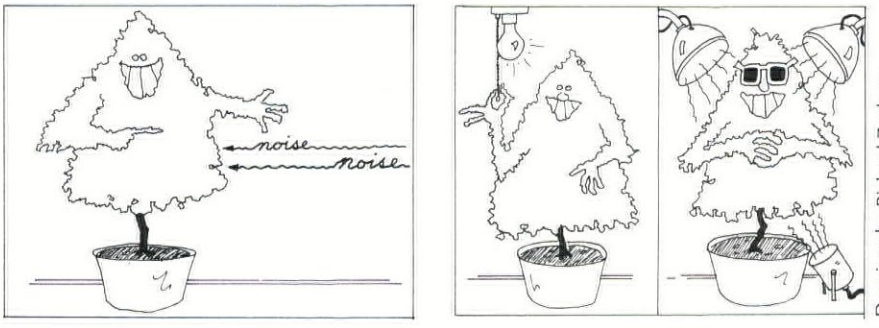
Light: too little, or too much?



Four-story atrium at new Cigna office building, Bloomfield, Conn., uses plants to complement waterfall and escalator. Multi-stem Ficus benjamina, *Queen's palms, Chinese and European fan palms, Mexican water lilies, and "walking iris" experimental variety are shown.*

overlooked when selecting plants and decorative planters. A too-large or too-small planter can throw the plant out of proportion.

When designing lighting for a given space, check for plant compatibility to avoid problems later. Low-level lighting from 35- to 100-footcandles will provide life support for the Corn Plant and Philodendron; medium conditions of 100- to 250-footcandles are adequate for the Bamboo Palm, Grape Ivy, and the Kentia Palm; and high light-levels of 250-plus footcandles will support the Weeping Fig, Areca Palm and many others. Just as important, *temperature* plays a significant role in plant prosperity in the office plan. New energy standards require that new buildings be constructed with energy saving materials and insulation, and be operated under controlled temperatures.



Drawings by Richard Zoehrer

Plants can indicate direction as well as absorb noise in office environments (left). Some like very little light, others thrive on a lot of illumination as these humorous drawings illustrate.

Many companies have installed two-level heating. After the work day is completed, the temperature drops to 55 degrees or less for the night.

Some facilities cut back drastically or eliminate heating altogether on weekends to conserve fuel. Greatly reduced temperatures during extremely cold periods can affect some plants adversely. The interior designer must know what the HVAC plan is for evenings and weekends and accommodate it when specifying plants. Most tropical plants will tolerate reduced temperature for one weekend, few will survive repetitive weekends without heat during cold weather.

In considering placement and planning, a trained and artistic eye is required. When specified in a dense manner, plants tend to take on a tangled, jungle look. Too sparsely planned, they appear as an afterthought. There must be a well-balanced plan to provide continuity and transition throughout the interior.

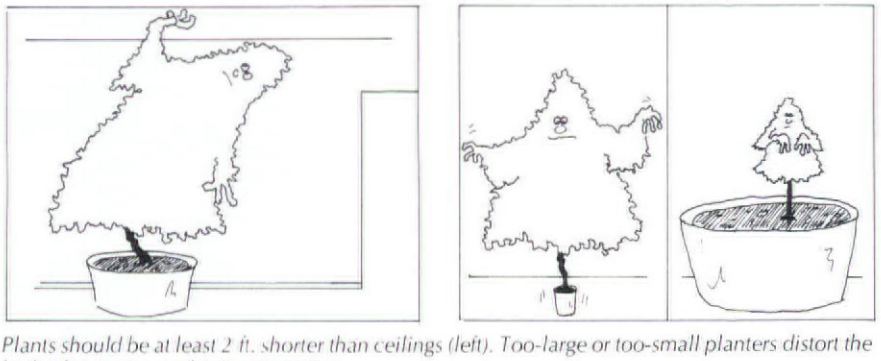
Space function dictates plant type

Initially, design direction can be taken from floor and furniture plans. Space function must dictate choice. Office doors along a corridor may be repetitively punctuated with taller trees. Planters in reception areas behind seating should be planted with compatible colors to work with the upholstery color. But, what was indicated as blue upholstery may very well end up as red, gold or brown. Plants and plant color will have to be changed.

Since bright-colored acoustical panels and sight dividers are in common use, plants placed in front of these should have a calming effect. With earth and neutral tones, plant colors should be an integral part of the design.

Because tenants may occupy an entire building or many floors, each floor often has a specific function and layout. Executive space tends to be closed and private, general offices are more open. It is in the open areas that plantscaping helps eliminate sterile barrenness. Greenery can be utilized to advantage to break up space and divide one section from another. Some companies specify plants for tops of file cabinets in order that employees don't use them as catch-alls for paper and files.

If the company is large, plant dividers at determined distances will punctuate



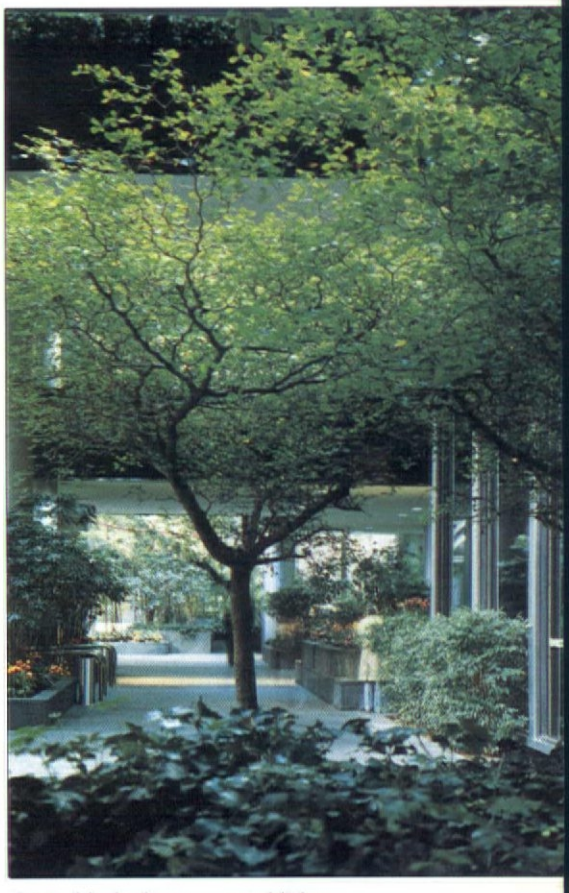
Plants should be at least 2 ft. shorter than ceilings (left). Too-large or too-small planters distort the look of greenery and ruin proportion.

expanses and provide warmth to enhance the environment.

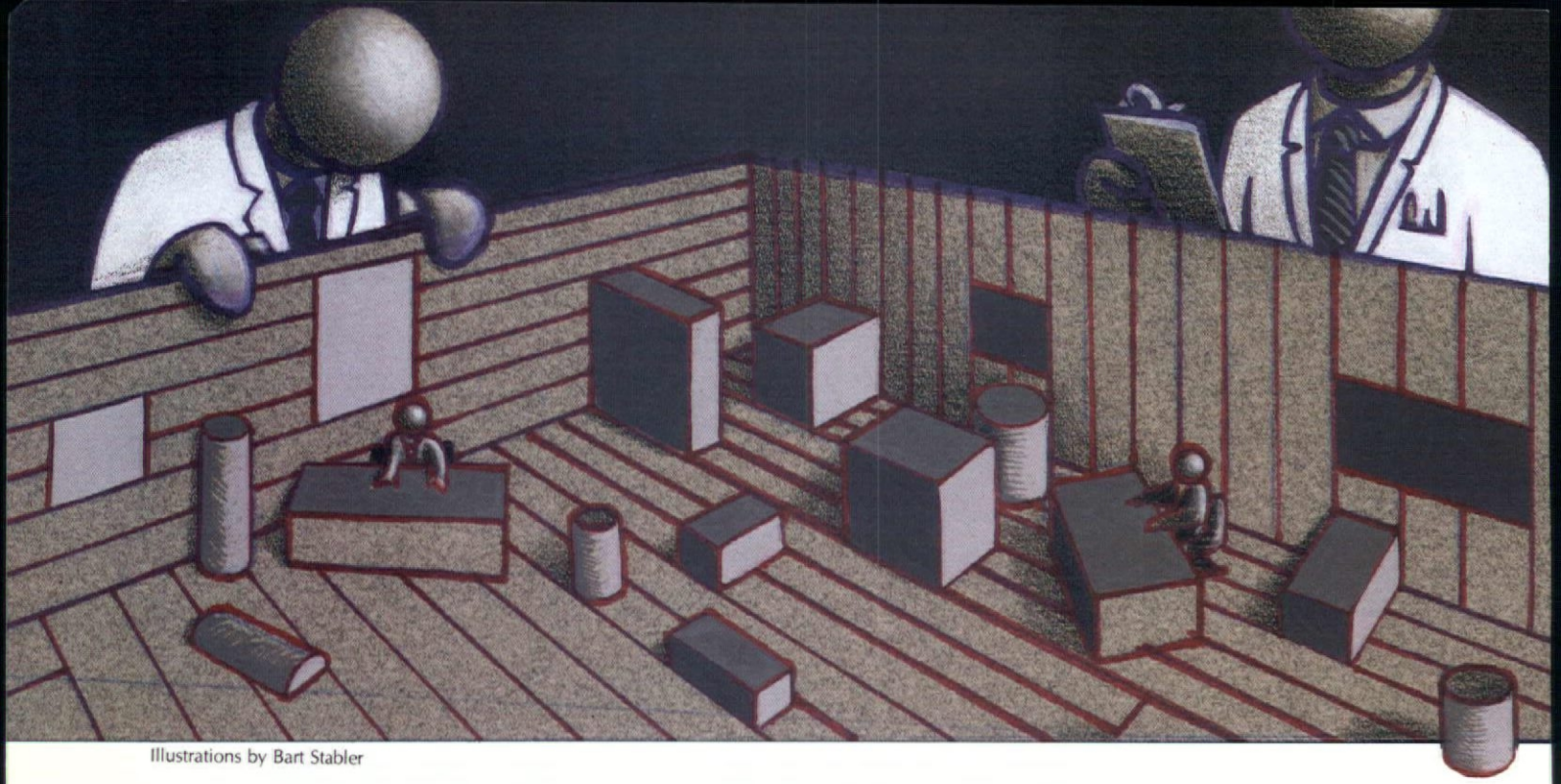
Where multiple plants occupy one area, a single plant will do just as well in another location. In an executive office that has a low shelf along the wall accented above by a muted, abstract painting, a delicate, solitary plant or arrangement will do more than a heavy, potted plant.

Because plant *maintenance* is specialized, it must be included in the bid price of the installation. Watering and general daily care for large planters and plantings is more simplified today with the advent of automatic watering and fertilizing systems which run concealed through pipes and are controlled by time clocks. But, insects and disease can still strike. It takes trained maintenance personnel employed by the plant contractor to spot and arrest problems while they can be controlled. Smaller plants are still watered and fertilized by hand. A responsible plant contractor will also replace plants and shrubs at no charge when necessary.

As with any contract, beware of low bidders. It may mean the plant contractor has made the bid with sun- or field-grown plants instead of shade-grown house plants. The sun-grown plants cost 50 percent less. But, where shade-grown will thrive for years, sun-grown plants fail within a period of several months due to "shock change" from outside to inside. Then too, less-expensive plants do not project the quality that the client company wants to establish as an image. Ask questions and get answers on bidding and maintenance. They will reflect well on your abilities. □



Exotic black olive trees establish a natural ambiance in the atrium of Chemical Bank World Headquarters, New York City. Black olive trees are gaining great acceptance for interior specification.



Illustrations by Bart Stabler

INTEGRATION OF DESIGN ELEMENTS CREATES PRODUCTIVE ENVIRONMENTS

Color, lighting, & furniture arrangements are only a few factors promoting environmental sense of well-being

By **JAY NISBERG, PHD** and **IRA SHAPIRO, AIA**

Jay Nisberg, PHD, is president of Jay Nisberg & Associates, Ridgefield, Conn., a management consulting firm concentrating on providing human resource management services to business. Ira Shapiro is a partner in the ARO Group, Mt. Kisco, N.Y., an architectural firm specializing in corporate facilities design.

By integrating proper illumination with proper use of color, employee productivity was improved an average of 5.5 percent. That was the finding in a study conducted by the Public Buildings Administration and the United States Public Health Service, both in Washington, D.C., to measure the working efficiency of a group of employees using business machines.

Calculated in cash value, the 5.5 percent increase in productivity for 100 employees is equivalent to a savings on gross payroll of $13,925. For 1,000 employees, annual savings would be $139,250.

Only two environmental factors were altered to produce these results: color and lighting. When all components of an environment are considered and then integrated into a complete design program, results realized are more impressive.

Response should be controlled

Considering that workers spend 2,000 hours a year in work environments, it is well worth controlling their responses to their own workspaces by analyzing the components of environmental design and gearing them toward a positive outcome.

Researchers now are looking intensively at the profound effects that environment has upon behavior, health, mood, attitude, and, therefore, level of work performance. In the past several decades, behavioral sociologists have been accumulating research about the human/environment relationship. They have ascertained that it is now possible to

Researchers are now studying the profound effects that environment can have upon employee attitude, behavior, health, and level of work performance (opp. page).

design living and working spaces that optimize human productivity and well-being.

Environmental design, an application of environmental psychology, involves the use of the designed environment to maximize human achievement and productivity. It, thusfar, has concentrated on the design of restaurants, galleries, and shops—businesses that recognize the degree of success they experience can depend in great part upon the way their clients are affected by physical surroundings. These entrepreneurs also recognize that physical surrounds can be controlled to their own benefit.

Substantial benefits realized

This concept now has begun to work its way into the design of corporate space, where management is beginning to realize substantial benefits that are the direct result of environmental design.

For example, an investigation into the value of color in industry, recently published by the National Industrial Conference Board (NICB), showed some interesting results. More than 350 companies utilizing color to bring about change experienced the following: 27.9 percent reported an increase in productivity; 64.7 percent of companies said that color had improved lighting; 30.9 percent noted an improvement in the quality of work performed; 19.1 percent commented favorably on reduced fatigue; and 14.7 percent credited color with causing reduced absenteeism. This is also an indication of better morale and higher job satisfaction.

A total of 75 percent of companies were "entirely satisfied" or "well satisfied" with what their color programs achieved for their organizations.

Research indicates that most reaction to spatial design is emotional, rather than rational, and that it is only when mental states are upset that people experience performance decreases in their work. But, it is not until office workers are extremely uncomfortable or dissatisfied with their workspaces that they choose to make an effort to alter them.

Campaigns launched

Because of the "urgency" that attaches to that effort, an office campaign is usually launched to "pretty up the place" or "make it nicer." Although born of good intention, such unskilled attempts at application of environmental design often waste thousands of dollars each year. They generally consist of throwing money and paint at the problem.

Although people may temporarily feel better as a result of a freshly painted office, there is a big difference between the temporary state of "feeling better" and working in a space that is scientifically designed to produce peak results.

It is a truism of design that there is never enough time or money to do it right the first time, but plenty of both are applied to fixing the problems and answering complaints later. This was clearly demonstrated by one design expert, Robert Sommer, when he was called in as a consultant by the head administrator of a Canadian hospital. The administrator was concerned about the atmosphere in the hospital's women's geriatric ward. His concern came from the fact that a substantial amount of money had just been spent by the hospital to produce a friendly and interactive atmosphere on the ward and the results of the program had been disappointing.

Maintenance came first

Sommer relates in his book, *Personal Space*, that several thousand dollars had been spent to improve the ward—everything from curtains framing windows to brightly-colored plastic seats. After personal observation of the interactions of patients, Sommer concluded that most items had been purchased and positioned for ease of maintenance, rather than patient comfort. Typically, floor tiles were all the same pattern and ran the same way, creating a lounge that looked even larger, instead of more intimate, yet was easier to maintain.

Sommer rearranged the furniture into groupings that were more conducive to conversation and interaction. He then measured the amount of conversations, brief and sustained, that occurred after his changes. Here are his observations:

CONVERSATION BEFORE AND AFTER NEW SEATING ARRANGEMENT

	BRIEF INTERACTIONS	SUSTAINED INTERACTIONS
Old arrangement	47	36
New arrangement	73	61

These figures represent a 64 percent increase in brief interactions and a 59 percent increase in sustained interactions among patients in the ward. What is most impressive here is that these substantial increases were produced solely by adding a few tables and arranging chairs in a way that was tailored to the function of a lounging area.

Satisfy people's basic needs

Sommer was able to address and satisfy human needs by altering physical form. It is important to note here that successful environmental design can be measured by the degree to which the physical environment succeeds in appropriately responding to human needs and ultimately satisfying them.

Since comfort is truly the absence of discomfort, the optimal environment should satisfy people's basic needs so that it frees them to perform at peak level.

Interiors should strike a balance

Thus, a design's core components must be integrated in such a way as to create a physical space which will embrace and respond to specific mental states. However, before we can do this, we must be able to identify and understand what these mental states are, so that we can establish what will then be necessary to satisfy them.

The Environmental Designer directs focus to two mental states in particular, which we call stimulation/activity and rest/rejuvenation.

Human beings need a balance between these two conditions in order to perform at their optimal level. Research indicates that the attention span of an adult is approximately 40 minutes, after which the level of performance drops and he or she is unable to focus and concentrate as well, unless a period of time is spent in a space of withdrawal or non-activity. This "rest period" serves to rejuvenate all of a human's systems.

This recharging period is a natural occurrence that happens when people look off into the distance and daydream or stare at one object for an extended period of time. When asked what they are thinking, they say, "Oh, nothing, just day dreaming." It is in this condition of "day dreaming" that a recharging takes place. When design is responsive to this need, a creative and restorative recharging can take place, which then motivates people to be productive once again. Physiologically, what is actually happening is that people are switching from brain functioning on the left side (activity) to the right side (rest).



Unskilled attempts at office campaigns to "pretty up the place" usually consist of simply throwing money and paint at the problem.

Alternate brain sides

It is a fundamental human need to alternate between using and resting the right and left brain. Since the intended result of environmental design is to increase ease of performance and therefore, productivity, it is most important that workers not be impeded by an environment that doesn't allow for both left and right brain functioning.

Thus, the environment that works is one that is tailored to stimulate, rejuvenate, and continually support the transition between the two. It must not over-stimulate or over-subdue. If the environment has both of these components within it, in proper balance, the worker will be able to flow in and out of the "productive/rest" process in a natural, supportive way. Thus, the worker will not

have to compensate for an overdose or lack of either component, the effects of which can be inability to concentrate on the job at hand, tension, overtalkativeness, aggressive behavior, strain, or absenteeism.

The functional component includes all of the physical objects in the work space: lamps, desks, chairs, terminals, telephones, and so forth. Some less obvious, but equally important examples are proper allocation and organization of the work space, and convenient location and arrangement of the various work spaces.

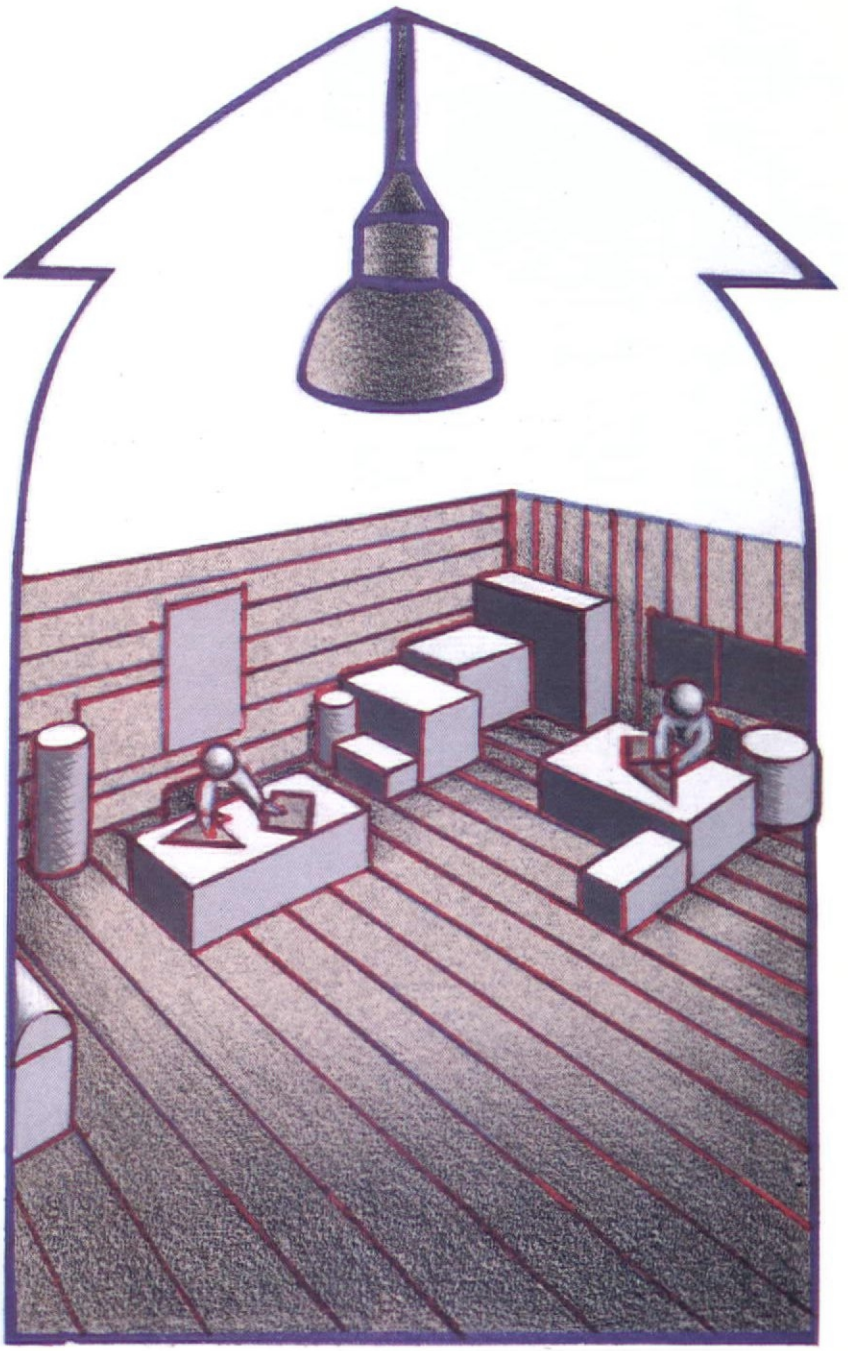
It is as time consuming, frustrating, and counter productive not having the proper tools for a task as it is having glare on one's CRT screen, excessive distracting noise, or having to walk excessive distances to perform one small part of the job. Functional aspects support left-side-of-the-brain functioning, that is, linear thinking, the stimulation/activity process, motivation, assertion, and doingness. It is geared toward completing the tasks at hand and getting the job done.

The aesthetic component, all the visual images in the environment, includes form (shape), color, music, texture, sound, and lighting. It is the artistic composition, organization, and arrangement of all the functional components in the work environment into a visually pleasing unity. That quality serves to gently stimulate our emotional and sensory responses and create for people a "resting place for the senses."

The aesthetic component supports right-side-of-the-brain-functioning: the way we feel and move, creativity, intuitive process, rest, and rejuvenation. It promotes a state of "being" as opposed to "doing."

The successful environment is created by resolving *all* of the functional and aesthetic elements into an integrated form, which is designed for left and right brain transition. The designer must know what actually takes place psychophysiologically during both the activity and rest periods and how to resolve the functional and aesthetic components into an environment that allows restoration of the mechanisms that need recharging in order for a person to come back to a "fully accelerated productive position."

More than any other aspect of environmental design, it is the designer's ability to address this issue that provides for optimal human performance and results in productivity.□



Artistic and scientific space arrangement and organization of all functional components stimulate positive emotional and sensory responses which lead to productivity.



Courtesy of Tate Architectural Products

By **MARITA THOMAS**

USERS SEE GROWTH FOR ACCESS FLOOR, FLATWIRE SYSTEMS

Technological improvements recommend both for variety of facility applications

Alternative methods of power and HVAC distribution and their related effects on design of office space are part of the growing list of flexible solutions geared to accommodate new office technology.

Since the onset of office electronics, long-term flexibility in interiors has moved up in rank among designers' concerns. Once a welcome additional benefit of a design plan, flexibility is now invariably an essential ingredient.

A relatively new method of distributing power that accommodates workstation change is flatwire, which is installed above the floor and under carpet tiles to permit random access to power wherever it is needed. Flatwire is a product of space-age technology, having been conceived and successfully tested in the aerospace program.

But, until flatwire gains the total confidence of the design community traditional wiring and cabling systems will continue to be employed, boosted by engineering improvements in access floors that permit ease of management. And, while power distribution is generally expected to require less space in future, access floors will nonetheless continue to play a prominent role in providing means to handle new HVAC distribution requirements.

Power flatwire provides normal branch circuit wiring in a flat, flexible conductor cable that is approximately 30/1,000-in. thick and comes in rolls, like tape. Suppliers of flatwire systems provide a full array of monuments and connectors, and the wire itself can be spliced and connected much like its dimensional ancestor. It connects to a central power pole, to an existing duct, or even a wall outlet.

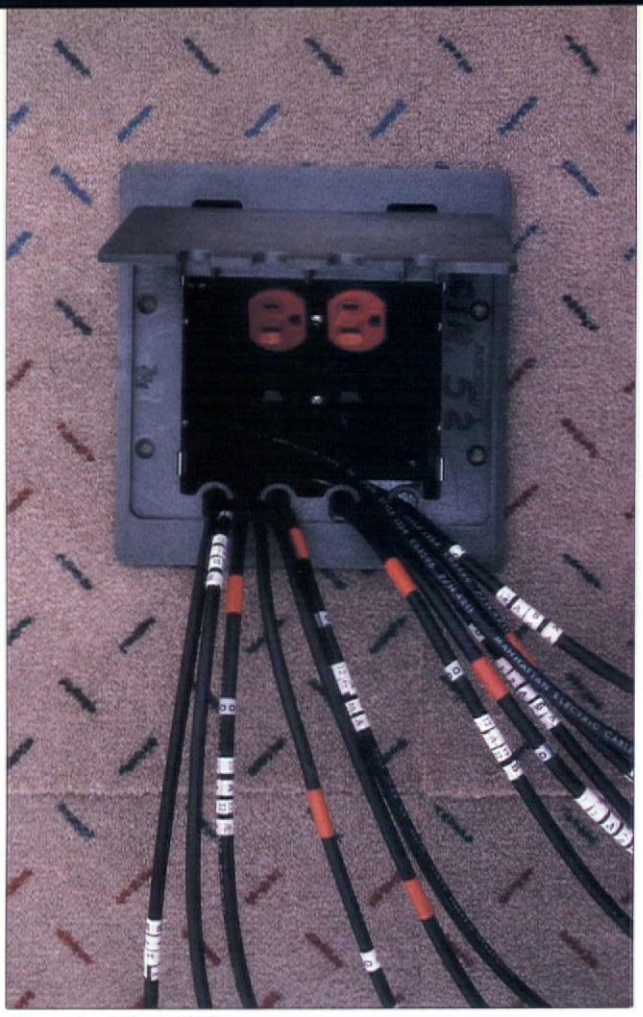
Flatwire speeds installation

Telephone flatwire, a similarly slim medium for distributing telecommunications and data, can be laid next to, or across, power flatwire. According to Keith O'Donnell, manager of sales service for Interface Flooring Systems, La Grange, Ga., a firm that began developing free-lay carpet tiles even before flatwire was approved for office use, "a 50- by 50-ft. office with 10 outlets can be wired in less than a day."

When Xerox Corp. wanted to preview some advanced office technologies studied as part of its "Office '88" research project, the company installed an advanced, multi-function, working office in an exhibit area in less than two days. Flatwire was the route it took to power, data, and telephone distribution.

The National Electric Code and Underwriter's Laboratory require that carpet tiles be used with flatwire in order to provide easy access to the wiring. Carpet tiles, however, are also widely used with underfloor systems involving raised flooring, because they do provide easy and inexpensive access to power cables.

Use of carpet tile, according to Chris Rottmann, marketing manager of undercarpet cable systems for AMP, Inc.,



Until flatwire gains the total confidence of the design community, traditional wiring and cabling systems will continue to be employed, boosted by improvements in access flooring.

Courtesy of Donn Corp.

Harrisburg, Pa., is the only special requirement for flatwire installation. Its other requirements have to do with preparation of the flooring and installation techniques.

"We haven't come across any situation where flatwire is not applicable in an office installation," says Bob Chase, product manager of The Wiremold Co., West Hartford, Conn. "It can be installed on concrete, wood, tile and other types of flooring." Both of these suppliers agree that preparation for flatwire installation should include the filling of voids in existing flooring, sealing porous flooring, and vacuuming of existing flooring to guarantee quality in operation.

"If the existing flooring has grease or oil spots," Chase adds, "they should be removed with solvent." He also recommends that installation must be a coordinated effort between the electrical contractor who installs flatwire, the carpet tile installer, and the furniture installer who will hook up the power. "This progression," he adds, "should occur after all of the other trades have completed their work, so that flatwire is not left uncarpeted while there's a lot of traffic."

Chase says his company's sales are now running about 50 percent new construction, 50 percent renovation. "I'm surprised," he adds, "since I expected flatwire to be weighted toward renovations."

AMP, Wiremold, and Thomas & Betts Co., Raritan, N.J., are the three main (and earliest) suppliers of flatwire, which has only been used in the marketplace for the past three years. "Architects generally like a five- to six-year field track record," Rottman says.

Another method for meeting changing power and design needs for offices is not so new. Raised or access flooring which permits ease of management in traditionally wired installations, was developed years ago for use in computer rooms where change has long been an anticipated way of life.

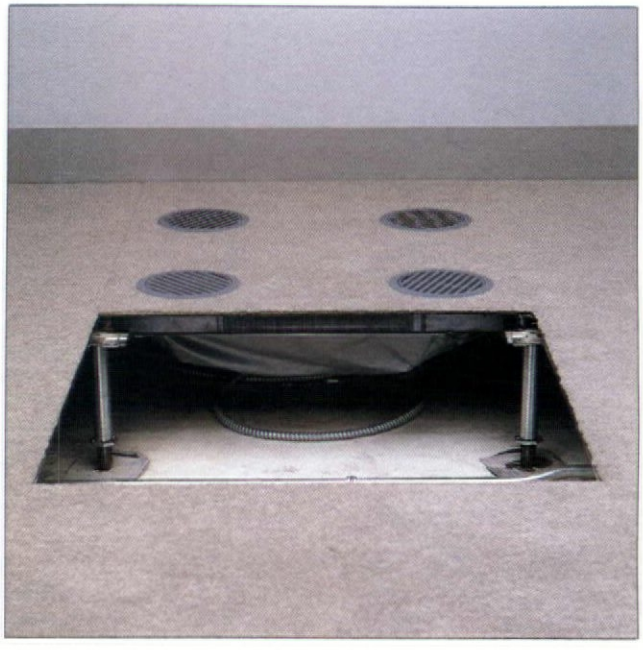
I'm not sure whether access flooring moved out of the computer room into the general office area, or whether the general office has become today's 'computer room,' " suggests Jack Kidd, vice president, market development, Tate Architectural Products Inc., Jessup, Md.

Nevertheless, when access flooring moved beyond the strict limits of isolated computer areas, it underwent some technological improvements.

Access flooring perfected for office use

Originally, access flooring stood on unfilled steel "stilts" which provided an area beneath it for wiring. This was perfectly adequate in isolated areas where there was limited traffic and almost no moving loads. However, in expanded, general office areas, the voids beneath flooring created a hollow sound underfoot. This can be aggravated by rolling loads, such as mail and supply carts by robotic delivery

Cost comparisons necessary



Stability of access flooring and acoustical control are among the many technological improvements that recommend it for a variety of applications. Shown is Tate's filled-steel and concrete panel system that handles demands of moving loads and traffic.

systems or similar methods.

To answer the needs of general office areas, which consume far more square footage of access flooring today than do computer rooms, Tate has introduced a filled-steel and concrete panel system that better accommodates moving loads and added foot traffic with acoustical control.

A similar construction is available from Donn Corporation, Westlake, Oh., in which "certain steel panels are pumped with a cement mixture that is foamed into place," explains Lawrence Simms, manager, business development. "The result is a more rigid floor and reduced sound," he says.

Both of these major suppliers predict that their concrete-filled products will become the standard in raised flooring, especially in general office area applications.

Another contributor to the stable feel of access flooring according to Simms, is the use of better quality carpet tiles above it, which eliminates the 'tap-dance' that once occurred. Still another improvement is the bolting of the structural floor panel to the underfloor pedestal, "which eliminates the need for dramamine in the computer room," he quips.

A future in delivering non-electrical services

Neither of these producers believes that the benefits of access flooring will begin and end with the delivery of electrical power. Suppliers agree that a new use of space under access floors will be to facilitate distribution of conditioned air which meets the climate needs of automated equipment.

As the amount of space being devoted to delivery of power diminishes with the advent of fiber optics, integrated electronic systems, and down-sizing of electronic and telecommunications devices, HVAC delivery will mandate the continued use of access floor systems.

Just as computer room predecessors required underfloor access for distribution of cool air, Kidd points out, "we are rapidly moving toward the need for 'task' air in office environments to lend cooling capability at workstations where computers are used."

Some pioneering installations in the United States and a number of proven installations in Africa and Western Europe are cited by Kidd. One of his firm's Task Air Module Systems is currently installed in an office complex renovation in Baltimore.

"Because it introduces conditioned air at the floor, where the people are," he contends, "this is an energy-efficient route to conditioning. It's also flexible, since the air-conditioning outlets can be moved and changed as quickly and as easily as electrical outlets can."

Simms at Donn agrees, "Some of the greatest cost-benefits of access flooring will be in the delivery of a range of non-electrical services through this three-dimensional space." He points to its current use for central vacuum systems in some installations as one example that will become more



As flatwire systems and other space-saving electrical delivery methods gain credence in the marketplace, access floors are expected to increasingly handle distribution of non-electrical services, such as task air. Shown to right is Donn's steel-panel system which is pumped with cement mixture to assure wearability and reduced sound.

widespread, and to other HVAC delivery systems in use in South Africa and Europe as well as other parts of the world.

Another potential use, according to Simms, will involve underfloor automatic irrigating and fertilizing systems for nested planters throughout an office. In addition, sound masking systems may also fill access floor spaces of the future.

"When all of the building services are seen as a unit," says Simms, "a lot of space can be shaved from the ceiling plenum, and buildings can become shorter, not taller, with the use of access flooring."

In addition, he looks to the raised flooring access cavity as an eventual "nerve center" of offices, affording easier accommodation of the rapid changes in technology "that conventional construction cannot accommodate," he suggests, noting the long list of new power demands offices must handle.

Requires some adjustment in renovations

The lion's share of raised flooring installations in general office areas go to new construction, though companies report gains in the renovation market as well.

Stair risers in existing buildings, which are usually 7 in. above the original floor, call for adjustment in raised floor installation, since most access flooring is 4, 6, or 8 in. above the original floor. Doors and some entryways must be adjusted, as must elevators.

In older buildings, Simms says, "there is usually generous ceiling height with plenty of space for access flooring." In newer buildings, however, he concedes that ceilings are often far less generous, inhibiting use of 8-in. access flooring.

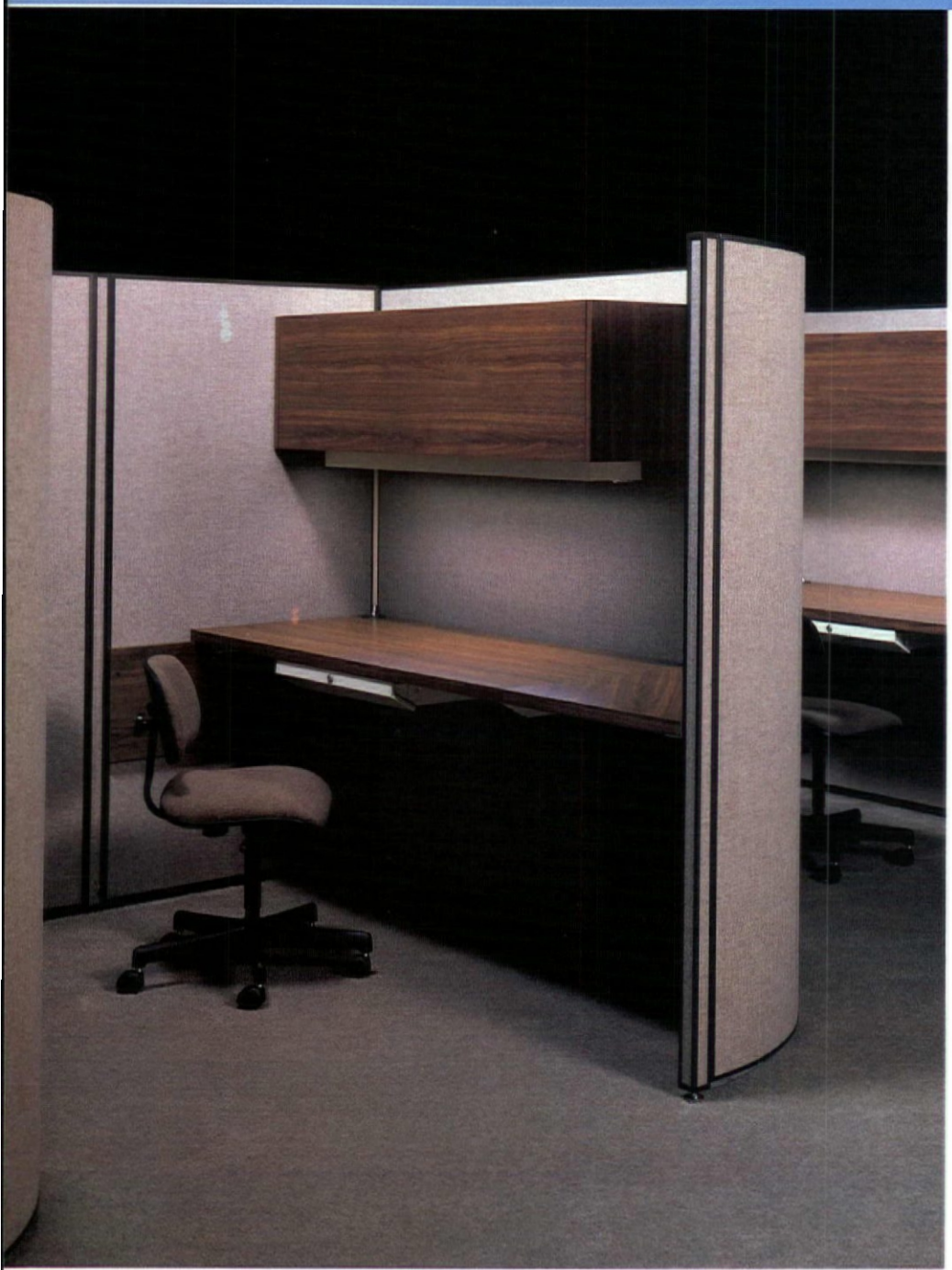
Access flooring can bring added benefit to renovations by creating perfectly level flooring over slants and unevenness often found in old building flooring.

Comparing the costs of access flooring versus flatwire can be difficult. Suppliers of both of these products, along with suppliers of alternatives such as underfloor ducts, have amassed material to show the relative economic benefits of products they market. Costs are analyzed from the point of view of initial installation, as well as over time and office change.

The problem with much of this data, though it is generally developed by independent sources, is that while it may compare alternate power distribution systems, it may not compare them in precisely parallel situations. What's more, installation costs can vary by region, depending on labor rates and building codes. There may be tax savings with one or both alternatives, depending on whether or not they are viewed as building components or added "systems," a question that is better reviewed by an accountant than an interior designer.

Access flooring is generally more expensive to install than flatwire. Beyond installation, lifecycle costs of any system must be viewed along with consideration of the type and frequency of change that is anticipated.

OPEN PLAN



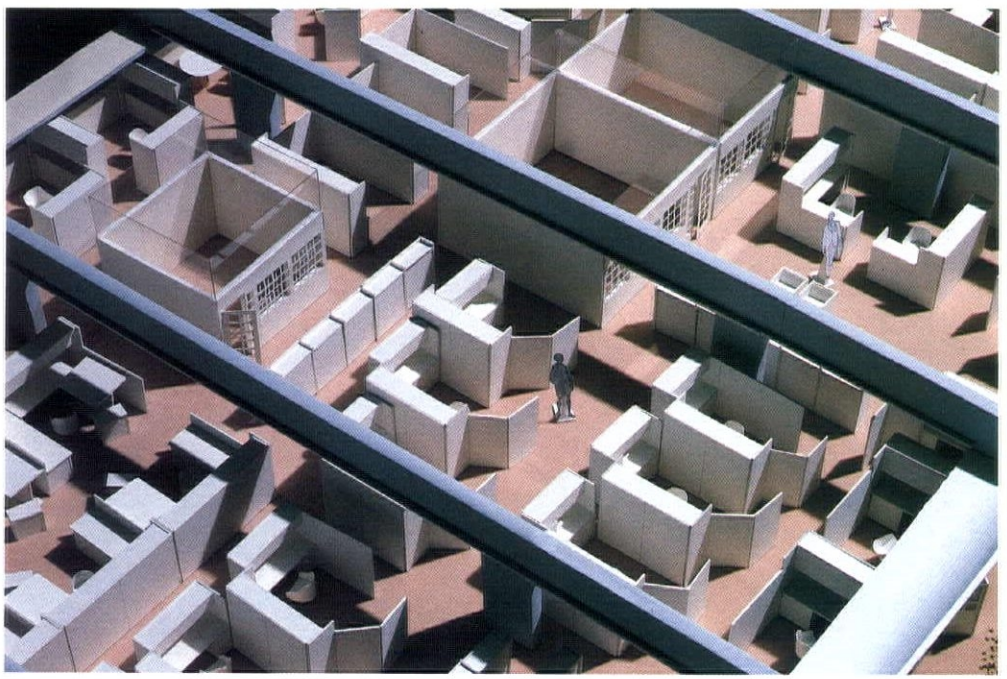
Flex-Y-Plan, Circle No. 386

CATEGORIES

Total Systems 124
Freestanding Space Dividers ...132
Plants & Planters 144
Raised Floors 148
Wall-Mounted Acoustical Panels 150
Power & Telephone Sources ...154
Acoustical Ceilings 156
Lighting 158
Open Plan Installation Specialists 159
Masking Sound Systems 159
Carpet Tiles 159
Hang On Accessories 160
Alphabetical Manufacturer Listings 162

DIRECTORY

MIRRORS GROWTH OF OFFICE DESIGN INDUSTRY



At least one CONTRACT editor recalls the mild interest generated by the first office landscape installation in the United States back in 1967. Within a year or two, open plan furniture and furnishings accounted for three percent of the market. Like the Congressman who advocated shutting down the Patent Office in the late 1800s ". . . because everything that can be invented already exists! . . ." it was hard for planners to envision the market growing to over 50 percent of office furniture and furnishings. But it has and CONTRACT's editors are delighted to provide the latest, comprehensive update on open plan sources, products, and services.

OPEN PLAN

Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, Freestanding	Work Surfaces, Hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Total Room Enclosures	Doors	Other
Acme Office Group	●		●	●	●	●	●	●	●		●		●	●	●		●		●	
Acousti-Forms Inc.		●	●												●		●		●	acoustical desktop workstations
Acoustical Partitions	●	●		●	●	●	●		●				●	●	●	●	●	●	●	
Acoustical Screens/Interact	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	heaters, planters
Adden Furniture		●	●			●		●												
Alka Structures Inc.	●	●	●		●															
All-Steel	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	drawing board
Alma Desk Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	
American Seating Co.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Amstore Corp.	●		●	●	●	●	●	●	●		●		●	●	●			●	●	
Adanlock Jamestown div.	●			●	●	●	●	●	●	●		●	●	●	●		●	●	●	transactional shelves
Artafax Systems Ltd. Inc.	●		●		●	●	●		●						●					
Artec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	reception and secretarial stations
Atelier International	●	●	●		●	●	●	●	●						●	●	●			
Artopex Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	markerboard
Aspects Inc.	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●			●	
Baker Furniture, Contract		●	●	●		●	●									●				
Benedetti Corp.	●	●	●	●	●	●		●			●	●	●	●	●					
H.L. Birum Corp.	●				●		●						●	●	●			●	●	
Brayton International		●	●			●	●	●	●					●			●			
Brewster Corp.					●				●	●			●							
Business Accessories									●	●										
C I Designs	●	●	●		●	●	●	●	●		●		●	●	●					
Check-Mate Interior System					●		●		●				●					●		
Cole Business Furniture	●	●	●	●	●	●	●	●				●	●	●	●		●	●		
Corry Jamestown	●	●	●	●	●	●	●	●			●		●	●	●		●	●		
Contemporary Products	●			●	●	●	●		●				●	●	●	●		●	●	
Conwed Corp.	●	●	●	●	●	●		●					●	●	●	●	●			
Cramer Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	signage
Croydon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	

Knoll International, Circle No. 367



H.L. Birum, Circle No. 406



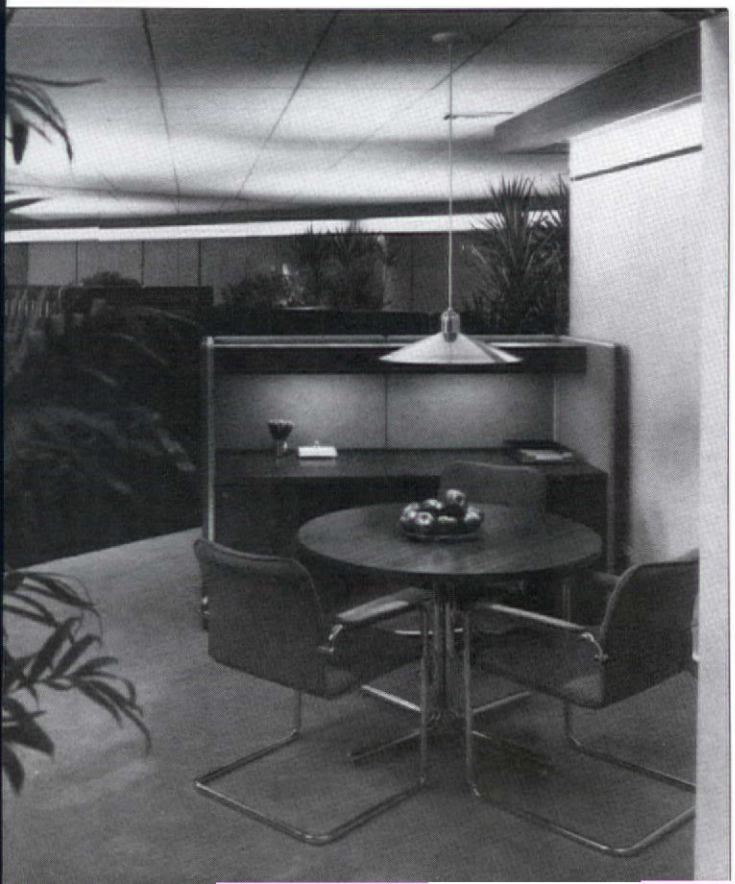
OPEN PLAN

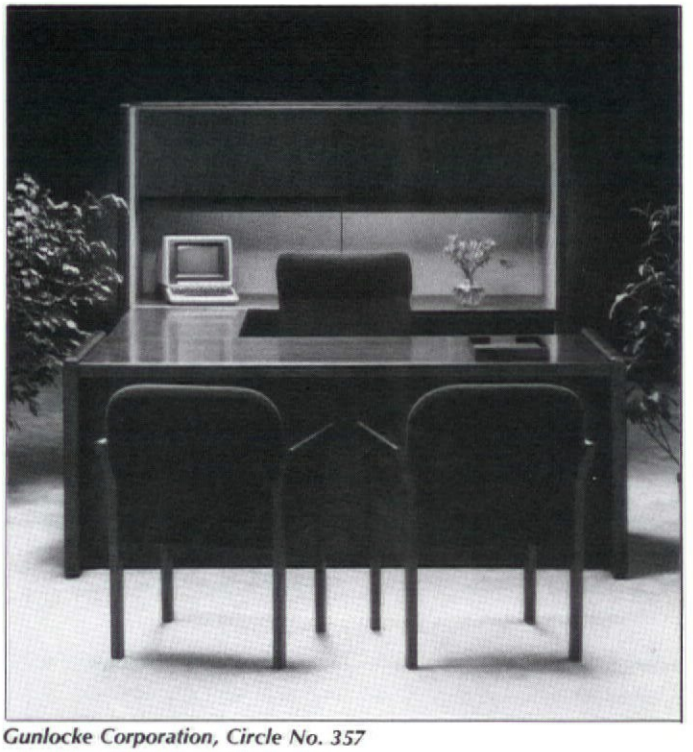
Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, Freestanding	Work Surfaces, Hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Total Room Enclosures	Doors	Other
Danwood	●		●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	
Davis Furniture Inds. Inc.		●	●			●		●			●		●		●					
Delco Associates Inc.		●	●		●	●		●					●	●						
Design Group Inc.		●	●		●	●	●	●	●	●	●		●	●	●	●	●			
Decoustics					●															
Domore Corp.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Drier/Div. MTS Seating	●		●	●	●	●	●	●	●	●	●		●	●	●		●		●	
Dunbar		●	●	●		●			●				●		●		●			
Ebco Contract Furniture		●	●	●		●			●								●			
Elite/Biltrite	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Esselte Pendaflex	●	●	●		●	●	●		●			●	●	●	●					
Executive Office Concepts	●			●	●	●	●	●	●		●	●	●	●	●	●	●			
Fantoni USA Inc.		●	●			●	●	●						●			●			
Filing Equipment Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●		●			drawer units, portable
Flex-Y-Plan Industries Inc.	●			●	●	●	●		●		●	●	●	●	●			●	●	
GF Furniture Systems Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
The Gunlocke Co.			●	●	●	●	●	●	●		●		●	●	●		●		●	
Haller Systems																				custom design
Hardwood House Inc.	●	●	●	●	●	●	●	●	●		●	●			●	●	●			
Harmon, Div. Coastcraft			●	●	●	●	●	●	●	●	●	●	●		●	●	●			
Harter	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Haworth Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	system-integrated seating
Hiebert Mfg. Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●			
Helikon Furniture Co., Inc.	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●	●		
HON Co.	●		●	●	●	●	●								●					
iil International	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●			
IP20 of America	●		●	●	●	●	●	●			●	●					●	●		
Innocrete Systems Inc.	●													●						
Invincible Metal Furniture Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●		●	●		
JG Furniture Systems	●		●	●	●	●	●	●	●		●	●	●	●	●	●	●			
Jofco Inc.		●	●			●	●	●			●	●		●	●		●	●		"surround" system furniture



na Desk Company, Circle No. 321





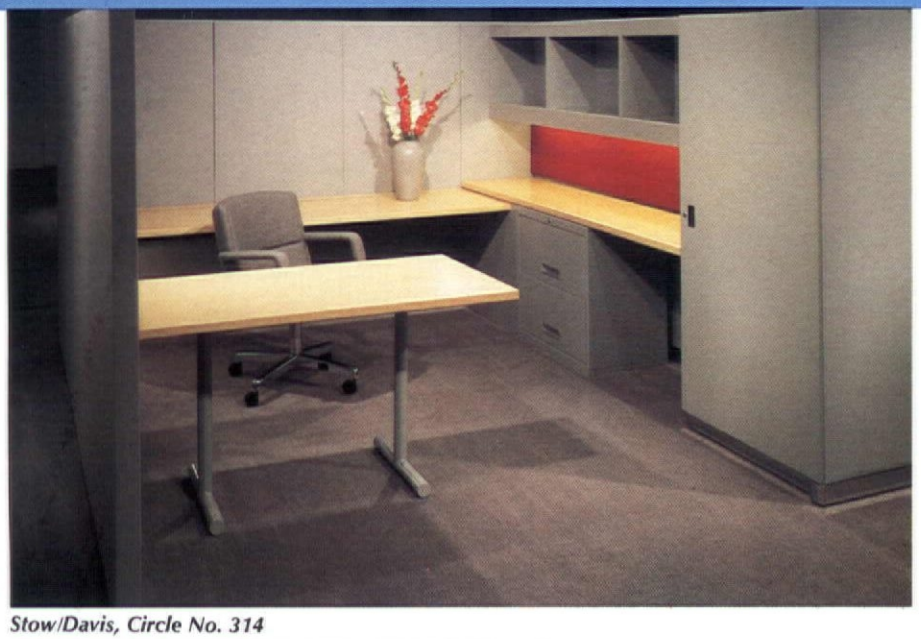
Gunlocke Corporation, Circle No. 357

Conwed, Circle No. 363

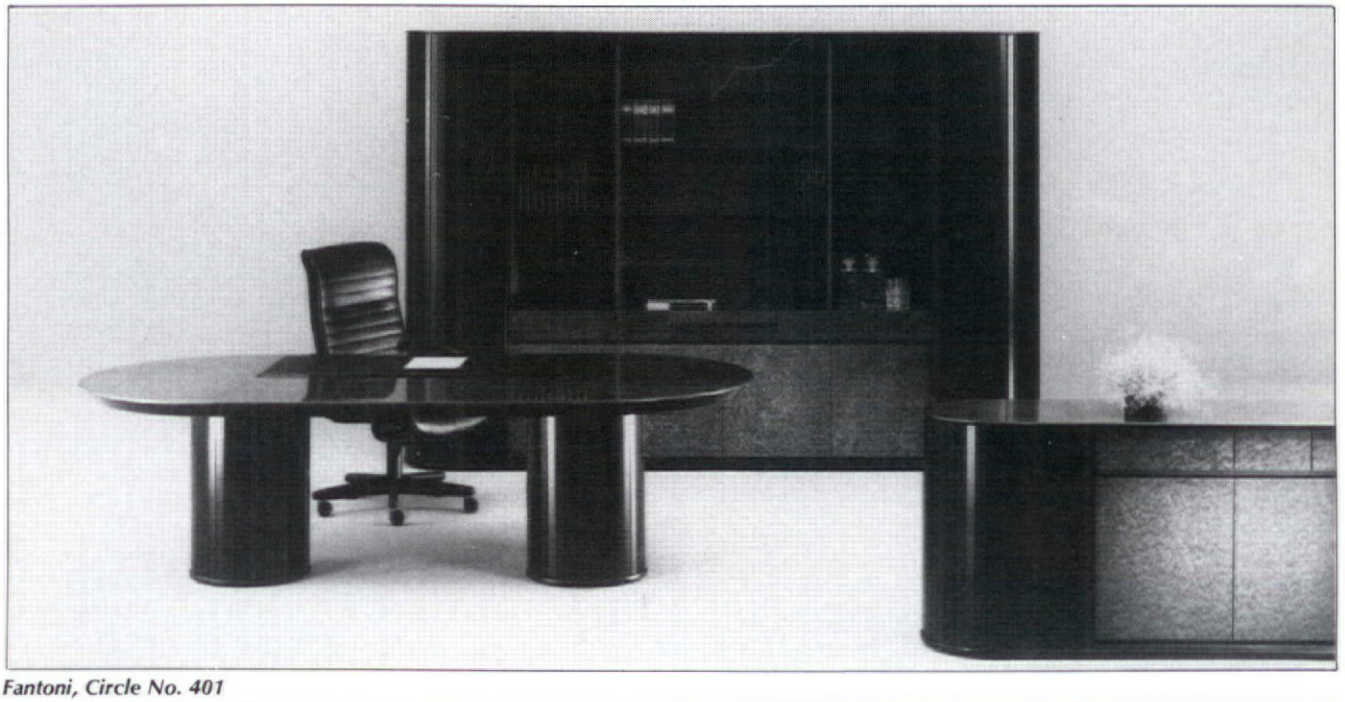
OPEN PLAN

Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, Freestanding	Work Surfaces, Hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Total Room Enclosures	Doors	Other
Kimball Office Furniture		●	●	●		●		●	●		●	●			●					storage unit with modular features
Knoll International	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Kobi	●		●	●	●	●	●	●	●	●			●	●	●	●	●	●	●	
Krueger		●	●	●		●		●					●	●	●					
Krug Furniture Inc.	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●	
Laminates Unlimited Inc.		●	●		●	●		●	●		●			●	●					
Lehigh-Leopold	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	acoustical cabinets
Lista International		●	●			●	●	●						●	●	●				
Litton Business Furniture (LBF)			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Harry Lunstead Designs Inc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●				
Magna Design Inc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●			●	
Metal Stand Co.		●	●		●	●	●	●	●		●		●	●	●					
Herman Miller Inc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●			●	●	
Mode Corp.	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●		●	
Modern Mode	●	●	●	●	●	●	●	●	●			●	●	●	●	●	●	●		
Modern Plastics Corp.		●	●	●			●	●												
Monitor/Div. LJ Kelley Co.		●	●	●		●	●		●	●					●		●			tables, tall storage units
Myrtle Desk		●	●	●		●	●			●					●		●			
Nello Systems Co.	●		●	●	●	●	●		●				●	●	●	●	●	●	●	
Nelson-Adams Co./ Acoustical Screen Div.	●	●		●	●	●	●	●	●	●	●	●	●	●	●		●			
Nightingale Inds. Ltd.	●			●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	
Nucraft Furniture	●		●	●	●			●	●	●					●					
Glen O'Brien Partition Co.	●		●	●	●	●	●	●	●				●		●		●			
Omni International Inc.			●			●	●	●	●	●	●			●	●					
Open Office Products Inc.	●				●	●	●		●				●	●	●			●	●	
Optimum Management Inc.		●	●		●	●	●	●		●	●	●	●	●	●					
OSI (Office Suites Inc.)	●	●	●	●	●	●	●	●	●	●			●	●	●	●	●	●	●	
Packard Inds. Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	full and half-glazed panels
Panel Concepts Inc.	●			●	●	●	●	●	●			●	●	●	●				●	
Pleion	●		●	●	●	●	●		●			●	●	●	●				●	
Polychromic Designs	●			●	●		●		●				●							



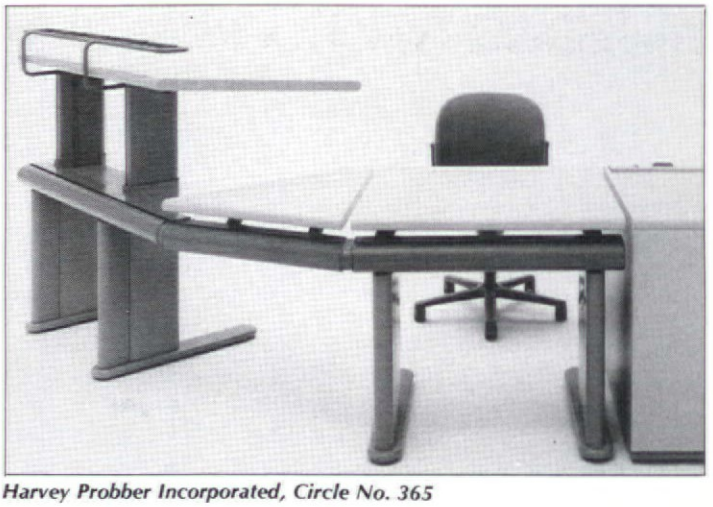
Stow/Davis, Circle No. 314



Fantoni, Circle No. 401



Harter Corporation, Circle No. 352

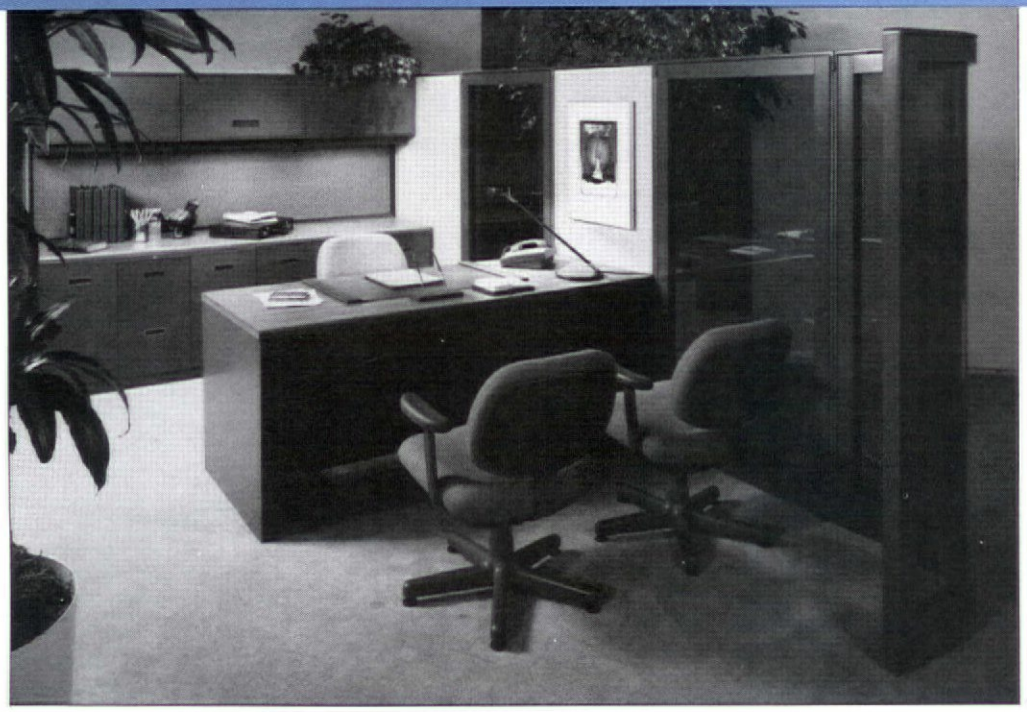


Harvey Probber Incorporated, Circle No. 365

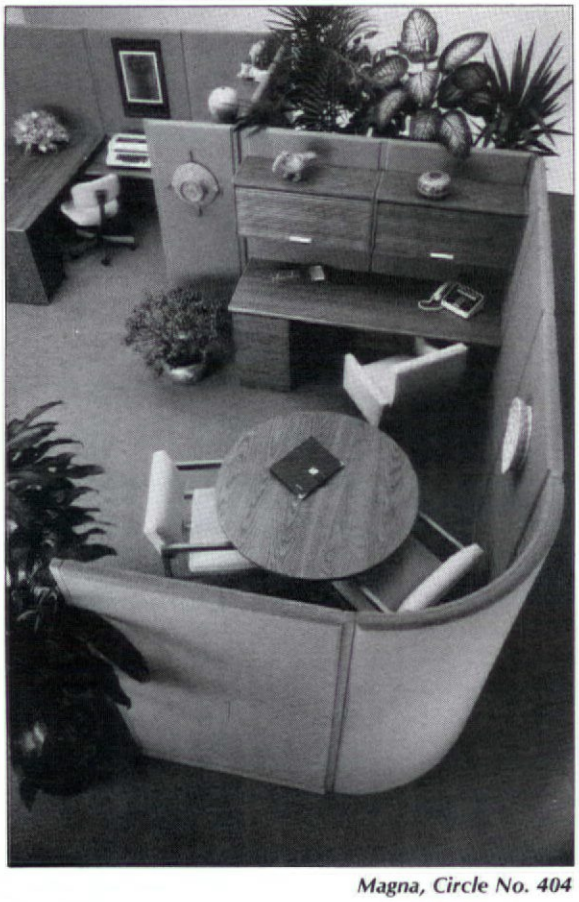
OPEN PLAN

Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, Freestanding	Work Surfaces, Hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Total Room Enclosures	Doors	Other
Precision Mfg. Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	
Harvey Probber Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Ram Partitions/ Div. Indal Ltd.	●		●	●	●	●	●	●	●	●	●	●	●	●	●		●		●	
Reff Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Rockaway Metal Products Corp.	●			●	●	●	●		●	●		●	●		●		●	●	●	
Edward Axel Roffman Assoc.		●	●			●	●		●						●	●	●	●		
Rose Johnson	●		●	●	●	●	●	●			●		●	●	●		●			
Rosemount Office Systems	●							●			●	●	●	●	●		●		●	
Scandiline Inds. Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	custom
Shaw-Walker Co.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●			
Spec'built	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●	
Steelcase Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Storagewall	●	●	●	●	●	●	●		●	●		●		●			●	●	●	
Stow/Davis Furniture Co.	●	●	●	●	●	●	●	●			●	●	●	●	●	●	●			
Structural Concepts Corp.	●			●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	personalized air system
Sunar/Hauserman	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●			marker board
Tab Products			●	●		●	●	●			●	●	●	●	●	●				airflow systems
Techniques in Wood	●	●		●	●	●	●	●					●	●	●					
Tectum Inc.	●				●															
Teknion Furniture Systems Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	
Tibbet Inc.	●			●	●	●	●			●			●	●	●					
Timbercraft Inc.	●				●				●				●	●					●	
Tradex Corp.			●	●	●	●	●	●							●					
Transwall Corp.	●			●	●	●	●		●	●	●		●	●	●	●	●	●	●	
Trendway Corp.	●		●	●	●	●	●	●	●	●	●		●	●	●		●	●	●	
Unistrut Interior Building Systems/GTE	●				●				●									●	●	demountable partitions
Universal Building Systems Inc.	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●		●	
Vecta	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Vogue Interior Partition Systems	●	●	●	●	●	●	●	●	●				●		●			●	●	adjustable keyboards
Watson Furniture Systems	●	●	●		●	●	●	●	●	●	●	●	●		●	●	●			
Westinghouse Furniture Systems	●			●		●	●	●	●		●	●	●	●	●	●				
Wright Line Inc.	●		●			●	●	●	●		●	●		●	●					
Xception Design Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	●	



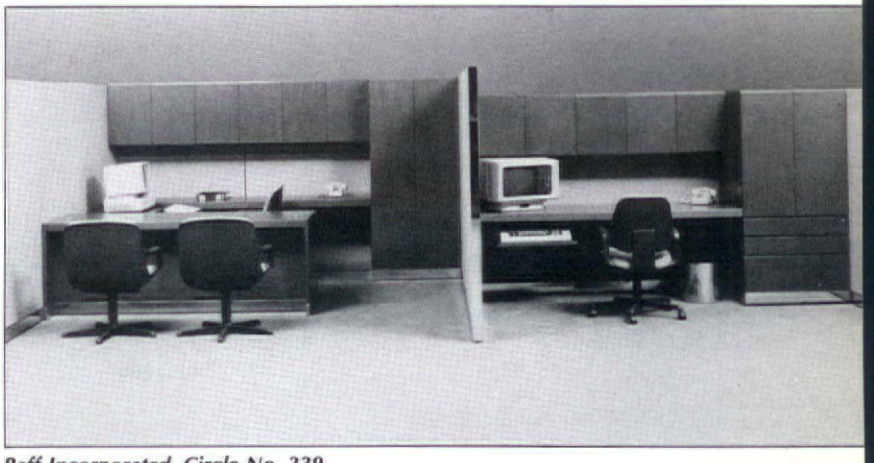
All Steel, Circle No. 301



Magna, Circle No. 404



Structural Concepts Corporation, Circle No. 317



Reff Incorporated, Circle No. 339

OPEN PLAN

Freestanding Space Dividers

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION							
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other
Abstracta Structures Inc.	to order	to order	●		steel construction	●								●		
Acme Landscape	40 to 80"	12 to 63"	●	.80 NRC	Class A	●	●				●	●			●	
Acoustical Partitions Corp.	up to 110"	up to 144"	●	NRC .95	Class A	●	●	any			●	●			●	
Acoustical Screens In Color, Inc. (DBA)	42", 48", 56", 62", 66", 70", 82"	18", 24", 30", 36", 48", 60",	●	250 & 258 Series	258 W, 5, 10, 45	●	●	84"	●		●					
Acoustical Screens/Interact	30–73"	18–60"	●	NRC .95, STC 21	Class A			24", 30" custom			●				●	●
Alka Structures Inc.	54–80"	48"	●			●				●		●			●	
All-Steel Inc.	32–78"	18–60"		NRC .80, STC 20	Class A	●	●									●
Alma Desk Co.	29–85"	18–42"	●	BETA (80), AD (70)	Class A	●	●	18", 30"			●	●	●		●	
American Seating Co.	32" to ceiling	18–60"	●	NRC .85, STC 20, NIC 22	Class A	●	●				●			●		
Amstore Corp.	42–80"	18–60"	●	NRC .80, STC 27	Class A, ASTM E-84	●	●	24"	●							
Anderson Desk	60"	36 to 72"		.65 NRC		●					●					
Artafax Systems Ltd. Inc.	42–96"	24–60"	●	NRC .90, NIC Barrier 22, Flanking 21	Class A, Flamespread 0 Smoke Developed 5	●	●	24"								●
Artec	36–84"	12–48"	●	NRC .80, STC 32	Fabric—Class A Wood—Class B	●	●		●	●	●	●	●		●	
Artopex	41 to 80"	20 to 72"	●	.85 NRC, 20 STC	Class A	●	●		●							
Aspects Inc.	42–96"	12–72"	●	NRC .85	Class A	●	●	24"							●	
Atelier International	41, 59"	18–60"	●	.75 to 1.0 NRC 20 NIC	ASTME-84-76A Class A	●			●							
Baker Furniture	30 to 84"	18 to 36"	●			●	●			●					●	
Benedetti Corp.	42–66"	18–60"	●	NRC .85, STC 32	Class A	●	●	24"	●		●					
Beylerian	53¼ to 87"	14½, 29¼"				●	●					●				

EDGE TRIM								Base Hardware	CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock			Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
						●		adjustable							●	●	●	●	●		●	●	●	
●						●			●		●						●	●		●			●	
		●		●	●	●			●	●			●				●		●	●		●	●	●
●	●	●			●	●		vinyl	●							●						●		
	●				●			aluminum base plates on glide brackets	●							●			●		●		●	
●						●		aluminum		●		●			●	●			●	●			●	
			●	●		●		steel			●		●			●		●					●	
	●				●	●		steel 16 ga. tubing, 12 ga. brackets	●	●	●					●			●	●	●	●	●	
			●		●	●		steel, chrome	●							●	●	●	●			●	●	
●						●			●	●						●				●	●		●	
					●				●															
	●							sand cast aluminum, high buff finish	●							●					●		●	
●					●	●		aluminum and steel	●	●	●	●												
●						●			●							●							●	
●	●				●	●		metal universal clip	●			●			●		●				●		●	
	●					●			●								●							●
					●	●		wood		●						●	●			●			●	
	●	●			●				●								●			●			●	
					●										●						●			●



Filing Equipment, Circle No. 312



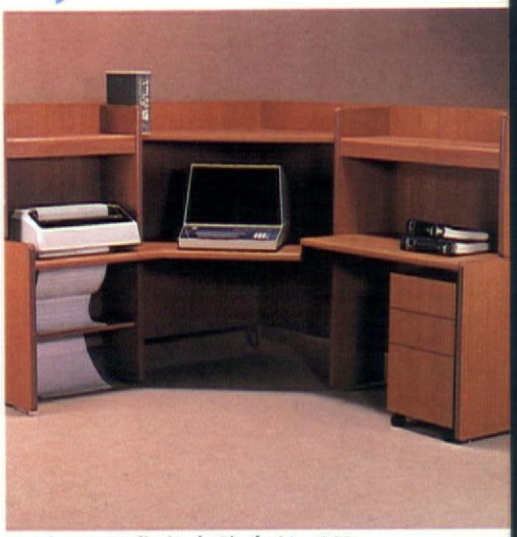
Transwall, Circle No. 405

OPEN PLAN

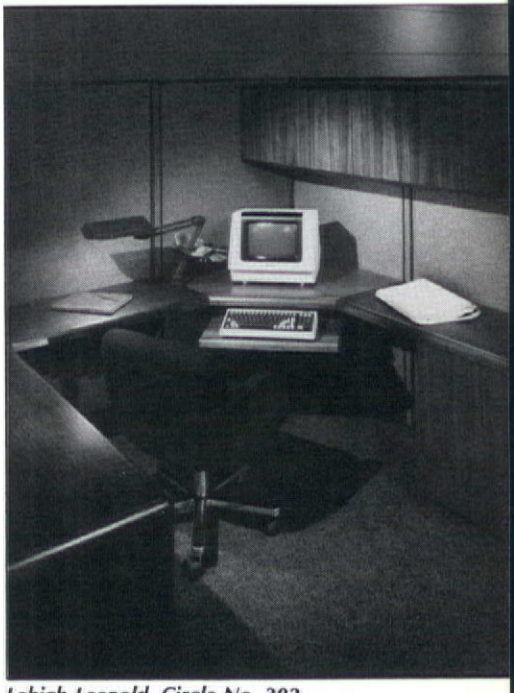
Freestanding Space Dividers

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION							
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other
H.L. Birum Corp.	42–84"	12–63"	●	NRC .85, NIC 21	Class A	●			●			●				
Brayton International	72"	20"	●			●									●	
The Brewster Corp.	42–84"	18–96"	●	NRC .90, STC 25, NIC Barrier 22, Flanking 21	Class A	●				●	●		●		●	
Centaur Corp.	64", 72"	14", 17"	●			●									●	
CI Designs	40", 62"	31½", 63"	●			●					●				●	
Check-Mate Interior System Inc.	48–84"	24–72"	●	NRC .65/.85 STC .31		●						●				
Claridge Products and Equipment Inc.	6'6"	8'	●		some items	●	●					●				
Cole Business Furniture	50–80"	12–60"				●			●				●	●		
Corry Jamestown	31–78"	20–44"				●	●				●					
Contemporary Products	36", 42", 63", 80", 96", 108", 120"	18", 24", 30", 36", 42", 48", 54", 60"	●	.90 NRC STC 25	Class A	●	●	24"	●							
Conwed Corp.	32–72"	24–96"	●	NRC .60–.95, STC 18–27	Class A	●	●	24", 60"				●	●		●	
Cramer Inc.	42–80"	12–72"	●	NRC .85, STC 25	Class A	●	●	24"						●		
Creative Dimensions	60 & 72"	24 to 48"	●		NFPA STD 701, ASTM-E-84					●			●		●	
Croydon Furniture Systems	54 to 72"	18 to 60"	●	ASTM .85	flamespread 15, fuel control 0, smoke developed 50	●	●	84"						●		
Danwood	29–80"	12–72"	●	NRC .78	Class A	●	●		●	●	●		●			
Design Group Inc.	42–65"	24–60"	●	NRC .60, STC 22		●					●	●				
Domore Corp.	32–80"	18–62"	●	NRC .85, STC 24	Class A (optional)	●	●	12"						●	●	
Drier/Div. MTS Seating	42–80"	12–60"	●	NRC .85	Class A	●	●			●						
Dunbar	72"	40 to 80"			Class C	●						●				

EDGE TRIM								Base Hardware	CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock		Fiberglass	Hard/flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
●					●	●	aluminum		●	●		●		●	●	●		●	●	●	●		
					●		glides		●						●			●	●		●		
		●		●		●	levelling glides cast aluminum panel feet	●		●					●							●	
					●										●			●					
	●				●	●	aluminum	●			●				●			●			●	●	
	●									●					●				●			●	●
				●		●		●		●					●	●	●					●	
					●	●		●							●							●	
						●		●		●			●		●	●					●	●	
●	●			●	●		chrome or anodized aluminum feet	●	●	●	●	●			●			●	●		●		
				●		●		●							●				●	●	●		
●						●	steel foot								●							●	
	●				●	●	chrome	●	●						●			●	●			●	
●					●	●	wood, aluminum	●		●	●				●	●		●	●			●	
					●	●	SH. HD. screws & locking clips		●						●							●	
●						●	wired & non-wired			●		●			●	●			●		●		
●						●	bases and available raceways	●	●						●						●	●	
					●				●									●			●		



Laminates Unlimited, Circle No. 309



Lehigh Leopold, Circle No. 302

OPEN PLAN

Freestanding Space Dividers

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION								
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other	
Ebco Contract Furniture	76"	31–61"				●						●					
Executive Office Concepts	30–80"	12–60"	●	NRC .85	Class 1	●	●	18", 30"							●		
Filing Equipment Inc.	30–90"	15–48"	●	NRC	Class A	●								●			
Flex-Y-Plan Inds. Inc.	54–72"	36–63"	●	NRC .85	Class A	●	●	24"						●			
GF Furniture Systems Inc.	32–79"	12–60"	●	NRC .85, STC 32, NIC Barrier 20, Flanking 21	Class A	●	●		●			●	●	●	●		
The Gunlocke Co.	42–79"	20–42"	●	NRC .70, STC 25		●	●						●		●		
Haller Systems Inc.			●											●			
Hardwood House Inc.	42–80"	18–42"	●	NRC .85		●		30", 36"							●		
Harmon, Div. Coastcraft	42–78"	24–60"	●	NRC .85		●	●								●		
Harter	42–80"	12–60"	●	NRC .85, STC 28, NIC Barrier 21, Flanking 22	Class A	●	●	24"	●								
Haworth Inc.	42–80"	12–60"	●		Class A	●	●	24"						●			
Helikon Furniture Co., Inc.	29, 42, 52, 62, 72"	Any	●		Class A	●	●	20"	●		●				●		
Hiebert	30 to 74"	12 to 48"	●	33 STC .80 NRC	Class A	●	●			●	●	●			●		
HON Co.	53 to 73"	15½ to 62"		.80 NRC	Class A	●	●							●			
Hoover Systems	48 to 78"	24 to 72"		.85 NRC 20 NIC	flame sprd. 5, fuel contr. 10, smoke dvlpd. 0	●		80"	●		●			●			
iil International	38–80"	24–48"		NRC .75	ASTM E-84	●	●	24", 30"			●	●			●		
IP20 of America	12–276cm	12–96cm	●			●						●					
Invincible Metal Furniture Co.	42–80"	24–60"	●	NRC .40		●	●	18"			●		●	●			
JG Furniture Systems	42–72"	18–48"	●	NRC .80, STC 28		●	●	24"			●	●			●		
Jansko Inc.	48–72"	24–72"		.30		●	●			●							

EDGE TRIM								Base Hardware	CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock		Fiberglass	Hard/flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
					●	●			●										●			●		
					●	●	plinth base is veneer clad 16g metal		●						●				●		●	●		
			●			●	steel painted	●		●				●	●	●			●				●	
●					●	●	stabilizer base, adjustable glide	●		●					●				●				●	
				●		●	aluminum	●	●	●					●	●	●	●			●		●	
					●	●	veneer or chrome	●		●					●			●			●	●	●	
																				●	●	●	●	●
					●	●	painted metal, chrome, bronze, wood clad	●	●						●			●				●	●	
					●	●		●							●			●				●		
●						●	steel	●	●						●				●			●	●	
●						●				●					●	●			●	●			●	
	●				●	●	aluminum, bronze, clear	●			●				●				●				●	
	●				●	●	mirror, bronze	●	●						●	●			●	●		●	●	
			●			●	adjustable leveling glides	●							●								●	
			●		●	●		●							●							●	●	
						●	steel	●	●						●				●			●	●	
						●	system angles		●												●	●	●	
		●				●				●					●	●							●	
		●			●	●		●	●						●	●			●	●			●	
				●		●			●						●							●	●	



iil International, Circle No. 294



Smokador, Circle No. 297

OPEN PLAN

Freestanding Space Dividers

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION							
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other
Jofco Inc.																
Knoll International	42, 48, 58, 61, 72, 80"	18, 24, 30, 31, 36, 37"	●	.75 NRC 24 STC	Class A	●	●	31"	●		●	●	●	●	●	
Kobi	43 to 80"	18 to 60"	●	.85 NRC	Class A	●	●	24"						●		
Krug Furniture Inc.	43–82"	18–48"	●			●	●	20"–24"							●	
Laminates Unlimited Inc.	60–84"	to 60"		NRC .90, STC 22	Class A	●	●	24"								●
Lehigh-Leopold	26–84"	12–48"	●	NRC .85, STC 21	Class A	●	●	24"	●			●		●	●	
Litton Business Furniture (LBF)	34–84"	12–60"	●	NRC .85, STC 21	Class A	●	●		●		●		●	●		
Harry Lunstead Designs Inc.	44–80"	18–60"	●	NRC .85, STC 74	Class A	●	●					●				
MPC Inc./Noise Control Div.	84"	60"	●	NRC .75 to 1.0	Class A	●	●		●		●					
Magna Design Inc.	30–84"	12–60"	●	NRC .85	UL 1286	●	●	24"		●	●	●			●	
Marsh Chalkboard Co.	48–76"	48–72"	●			●				●						
Metal Stand Co.	42–80"	12–48"	●			●	●					●				
Herman Miller	34 to 96"	12 to 48"	●	.95 NRC (fabric)	Class A	●	●	11.7"				●			●	
Mode Corp.	48–84"	12–72"	●	NRC .80, STC 24	Class A	●	●	24", 60"	●		●	●				
Modern Mode	29, 42, 68, 78"	18 to 48"	●	.85 NRC, 23 STC	meets flammability reqs. in state of Calif.	●		18, 36, 48"				●			●	
Mooning Partitions, Inc.	5' to 7'	30" to 48"	●			●								●		
Nello Systems Co. Inc.	to spec	to spec	●	NRC .85, STC 26	Class A	●	●	24"	●		●	●		●		
Nelson-Adams Co.	36–72"	12–72"	●	NRC .85, NIC 21/21	Class A/1	●	●	24", 66"							●	
Nightingale Inds. Ltd.			●	NRC .85		●	●			●	●			●		

EDGE TRIM								Base Hardware	CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock			Fiberglass	Hard/flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
					●	●				●	●	●											●		
●	●					●		plastic, steel, raceway & glides	●	●	●					●	●			●			●	
							●		●															
	●			●	●	●		stainless steel	●							●			●			●		
				●					●	●						●				●			●		
						●																		
	●		●		●	●		metal, veneer	●	●	●				●	●	●	●	●			●	●	
				●			●		●		●				●	●	●	●		●	●	●	●	
					●			brass, chrome, wood	●			●				●	●		●			●	●	
	●	●			●	●			●													●		
	●				●	●		adjustable levelers, support feet	●	●		●				●							●	
●								casters or flat foot								●				●				
●				●		●				●							●			●			●	
			●			●			●		●					●			●	●	●		●	
●						●			●	●					●	●	●			●		●	●	
	●				●	●			●								●							
			●			●				●			●			●		●				●	●	●
	●					●			●	●						●	●					●	●	
	●	●			●	●	●	levelers and chrome support feet	●							●	●		●			●		
●				●	●	●		snap on base plate with knockout for power	●	●						●	●		●	●		●		



Owens-Corning, Circle No. 305

OPEN PLAN

Freestanding Space Dividers

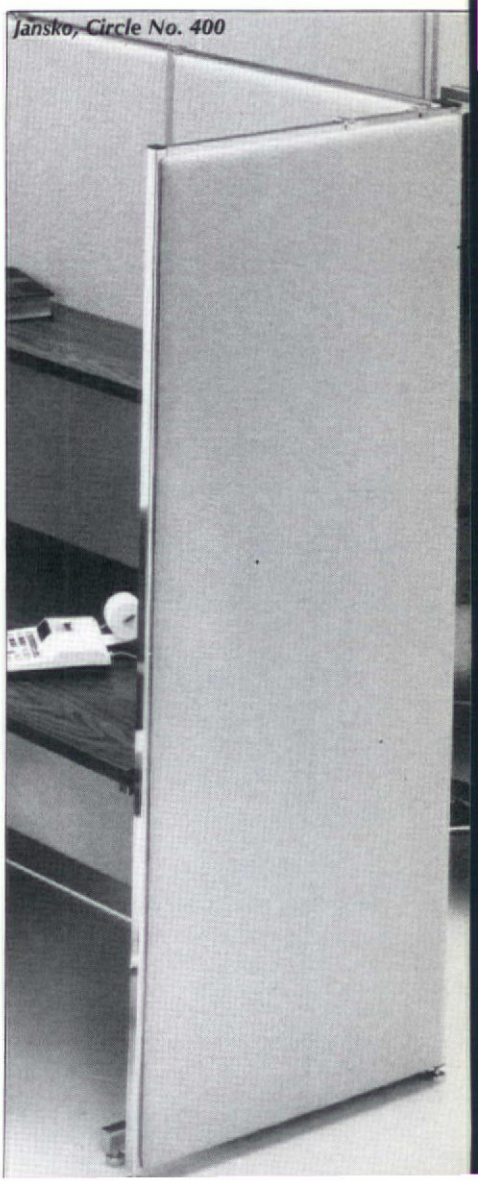
FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION								
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other	
Glen O'Brien Partition Co.	48–78"	12–60"	●	NRC .85, .90	Class A	●					●	●			●	●	
Open Office Products Inc.	all	all	●	NRC .85, NIC 21/23	Class A	●	●	80'							●		
Optimum Management	48–54"	30–60"	●			●						●		●	●		
Packard Inds. Inc.	40–84"	12–60"	●	NRC .85, SPP .62	Class A	●	●	24", 80"						●			
Panel Concepts Inc.	40–84"	12–72"	●	NRC .85, STC 20	Class A	●	●	24"			●						
Peter Pepper Products	66 to 84"	20 & 42"	●			●									●		
Pleion	42 to 80"	20 to 72"	●	.85 NRC variable STC	Class 1	●	●	24"			●		●				
Polychromic Designs	39–72"	18–72"	●	NRC .55/ .65/.85	Class A	●								●	●		
Precision Mfg. Inc.	42–80"	12–72"	●	NRC .85, STC 27	Class A	●	●	4"	●		●				●		
Harvey Probber Inc.	48–71"	17–72"	●	NRC .70, STC 27	Class A	●	●							●	●		
Ram Partitions/ Div. Indal Ltd.	54–72"	60–72"	●	NRC .90		●	●	96"						●			
Reff Inc.	30–80"	12–72"		NRC .85, STC 21	Class A	●	●	24"–32"	●		●	●					
Rockaway Metal Products Corp.	38–84"	9–72"	●	NRC .90	Class A, ASTM E-84	●			●								
Rose Johnson			●	NRC .85	Class A	●	●								●		
Rose Mfg.	42 to 72"	24 to 60"	●	.85 NRC	Class A	●	●								●		
Rosemount Office Systems	43–80"	24–60"	●	NRC .75, .85	Class A, Class C	●	●	24"						●	●		
Scandiline Inds. Inc.	29"-ceiling	12–60"	●	being tested	being tested	●			●		●		●	●	●		
Shaw-Walker Co.	40–76"	19–42"	●	NIC Barrier 21, Flanking 24	Class A	●	●	15"	●					●			
Spec'built	all	all	●			●	●			●	●		●	●	●		
Steelcase Inc.	34½–75"	18–60"	●	NRC .85	Class 1, ASTM E-84	●	●							●			
Storagewall	various	various	●			●						●			●		

	EDGE TRIM								CORE MATERIAL						OUTSIDE							LEVEL ADJ		
	Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware	Fiberglass	Hard/flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
	●				●		●		●							●	●			●			●	
		●	●			●		electrical raceway & UL electrical components	●							●							●	
				●		●	●		●						●	●			●			●		
				●		●	●	steel	●		●				●	●	●	●		●		●	●	
	●						●	adjustable glide & spread feet	●							●	●						●	
				●			●	metal											●			●		
				●			●	steel	●		●					●				●			●	
	●	●			●		●	steel	●	●			●			●						●	●	
		●				●	●	electrical raceway, base channel, cast base	●			●				●	●					●	●	
	●	●				●	●		●	●	●	●	●			●	●	●	●	●		●	●	
					●		●	steel	●							●							●	
		●		●		●	●	chrome, bronze, brass painted	●							●	●		●	●		●	●	
				●			●	snap-on steel base with knockouts	●	●	●					●	●	●				●		
			●			●			●	●						●			●			●	●	
						●	●		●							●							●	
				●	●		●		●	●						●							●	
		●				●	●	special design	●		●	●				●	●		●			●	●	●
		●		●		●	●	steel			●			●		●	●					●		
	●	●	●	●	●	●	●		●		●	●			●	●			●			●	●	●
				●			●	steel	●		●			●		●	●	●	●			●	●	
						●	●					●			●	●	●		●	●		●	●	●



Business Accessories, Circle No. 290

Jansko, Circle No. 400

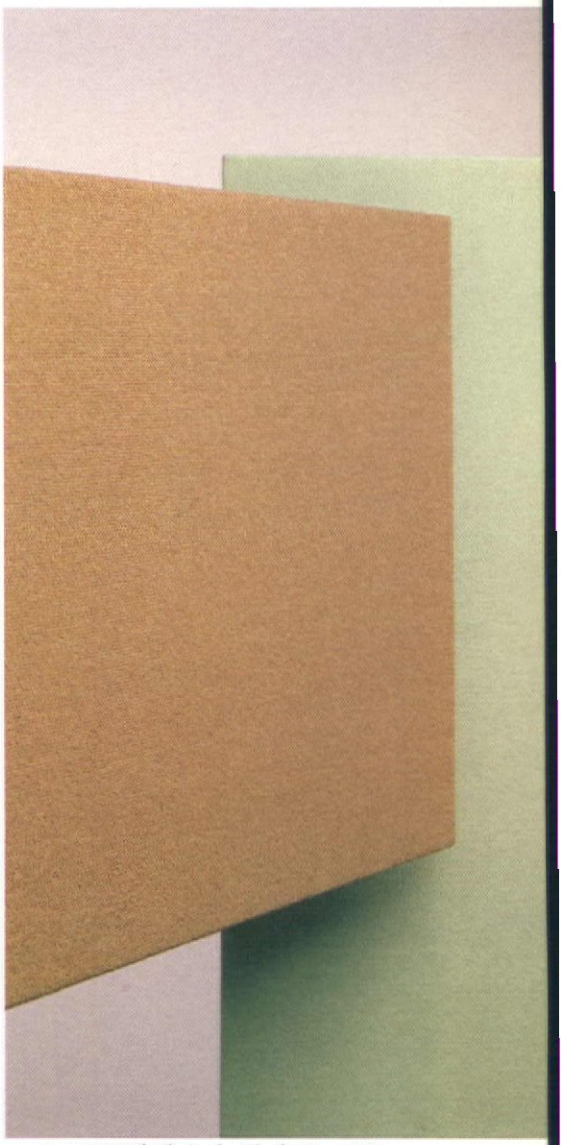


OPEN PLAN

Freestanding Space Dividers

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION								
						Straight	Curved		Aluminum	Fiberboard	Fiberglass	Particleboard	Honeycomb	Steel	Wood	Other	
Stow/Davis Furniture Co.	43–79"	20–45"		NRC .85, STC 25	Class A	●	●							●			
Structural Concepts Corp.	12–90"	6–60"	●	NRC .80	Class A core	●	●							●			
TSAO Designs Inc.	18–48"	18–48"	●	NRC .65		●	●	3"							●		
Techniques in Wood	42–80"	18–72"	●	NRC .70–.95		●	●	84"	●	●	●	●			●		
Tibbet Inc.	36–78"	24–60"	●	NRC .85, STC 27	ASTM E-84-77 Flamespread under 25, Smoke developed under 100	●			●		●						
Timbercraft Inc.	37–85"	26–62"	●	NRC .85, STC 24	Class A UL approved	●						●					
Tradex Corp.	62–64"	24–48"	●				●								●		
Transwall Corp.	42–80"	12–60"	●	NRC to .85	Class A	●	●	24"		●	●	●	●	●			
Trendway Corp.	36–84"	12–60"	●	NRC .85	Class A	●	●	24" × 24" centerline	●			●			●		
Unistrut Interior Building Systems/GTE	24–72"	24–72"	●	NRC .70/ .85/.90	fire rated or retardant	●						●				●	
Universal Building Systems Inc.	42–84"	24–60"	●	NRC .85	Class A	●	●	24", 30", 66"							●		
Vaughan Walls	to 72"	to spec	●	.85 NRC, 27 STC	incombustible construction, fire retardant fabric Class A	●	●	82"									
Vecta Contract	30 to 80"	18 to 60"	●	.95 NRC, 24 STC	Class A	●	●	24"						●			
Virginia Metal	42 to 66"	8 to 60"	●			●								●			
Vogel-Peterson	55 to 75"	36 to 72"	●	.55 & .90 NRC 24 STC	Class A	●	●		●			●	●	●			
Watson Furniture Systems	42–78"	18–48"	●			●						●		●			
Westinghouse Furniture Systems	60", 80"	24–60"				●	●										
Jim Wylie & Co.																	
Xception Design Ltd.	30–78"	20–60"		NRC .80	Category A	●	●	10"						●			

EDGE TRIM								Base Hardware	CORE MATERIAL						OUTSIDE								LEVEL ADJ		
Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock		Fiberglass	Hard/flake	Honeycomb	Wood	Mineral Wool	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
	●				●	●	black epoxy, mirror chrome, bronze	●	●						●	●		●	●	●		●	●	
			●			●	steel levelers	●	●				●		●	●	●	●	●	●	●		●	
	●			●	●	●	steel	●	●						●				●			●	●	
	●				●	●	aluminum base side panels	●							●								●	
						●	leveler in each base	●							●					●		●	●	
	● ●				● ●		steel	●	●	●	●				●	●							●	
●	●			●		●	vinyl	●	●	●					●	●				●			●	
●						●		●		●				●	●	●	●	●	●		●		
					●	●	flat, chrome or black feet	●							●						●	●	
	●			●	●	●	adjustable metal	●							●								
	●		●		●	●	steel, wood	●							●							●	
			●			●	adjustable metal chrome feet			●							●						●	
●	●		●		●	●			●	●				●	●					●	●		
				●	●	●			●					●						●		●	
	●			●		●	steel, brown epoxy, chrome, satin brass	●	●					●		●	●	●			●		●	



Sound Ab Sorb, Circle No. 311

Plants & Planters

FIRM	PLANTS				PLANTERS		
	Artificial	Live	Preserved, Dried	Maintenance	Sizes	Materials	Self-watering
Acoustical Screens/Interact					9"H – 90° & 180° panel hung 9"r – 30"H	upholstered fiberglass freestanding	
Apollo Woodworking & Metal					10–18" diam. × 10–18"h	polished stainless steel, brass, bronze, custom colors	
Architectural Pottery					8" to 36"	ceramic, stoneware	
Architectural Stoneware Inc.					9"w × 5"h to 36"w × 29"h	stoneware ceramic, earthenware ceramic, terra cotta	
Architectural Supplements Inc.					various	Trexiloy (aluminum alloy)	
Autograph Inc.	●				all sizes—round, square, rectangular	polyethylene, fiberglass, stone	
Best Imports					various	brass	
Business Accessories Inc.					various	plastic, aluminum, fiberglass	
Ceramacor Corp.					33 sizes, 20 designs	glass fiber, reinforced cement	
Contemporary Products Inc.					various	fiberglass	
Donn Corp.					2' square or triangular, concealed below floor	fiberglass	●
Earthly Delights Inc.					4" to 54"	terracotta, fiberglass, ceramic, metal, red cedar	
Finealum Corp.					various	aluminum	
Florenco Foliage Systems Worldwide Inc.	●		●	●	all	all	
Foliage Plant Systems Inc.	●	●	●	●	all	all	●
Forms & Surfaces					various	ceramic, wood, metal, marble, granite	
Geller Originals	●		●		6–48" round or square	fiberglass, polyethylene, ceramic, baskets	
Glaro Inc.					6" diam × 4"h to 24" diam × 20"h	aluminum, steel, brass	
Glassform/Div. Century Plastics Inc.					various sizes and shapes	reinforced fiberglass, plastic, thermoplastic	
Glasspec Corp.					8" to 72" cylindrical, square, rectangular, custom	fiberglass	
Harmon, Div. Coastcraft					custom	plastic laminate/wood veneer over wood core	
Interior-Scape Inc.	●	●	●	●	6" to 36"	polypropylene, fiberglass, ceramic, terra cotta, wood	●
International Terra Cotta Inc.					10" to 52" round, 20" to 48" rectangular, 14" to 31" square	terra cotta, fiberglass, sandstone, bronze	
C. Kind & Co. Inc.		●		●	all sizes	all materials	



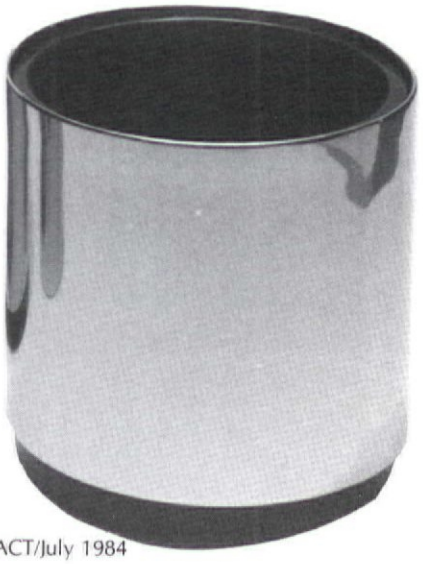
John Mini, Circle No. 344



Topsider, Circle No. 390



Apollo Corporation, Circle No. 364





Geller, Circle No. 387



Nevins Worldwide Inc., Circle No. 355

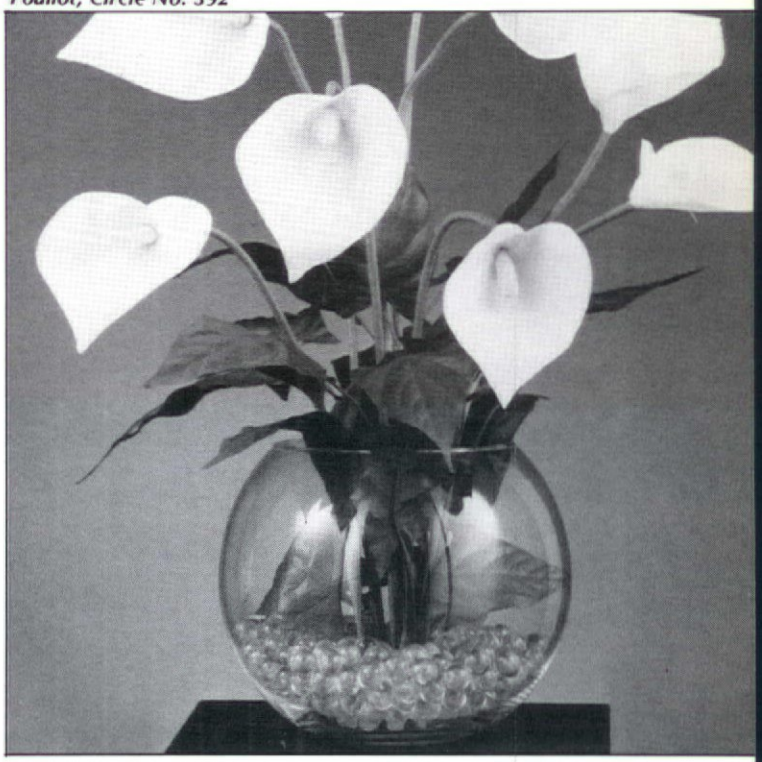
Plants & Planters

FIRM	PLANTS				PLANTERS		
	Artificial	Live	Preserved, Dried	Maintenance	Sizes	Materials	Self-watering
Krueger					9" to 72", round, square	fiberglass	
Lakeland Mills					6"×6"×15" to 60" boxes, 9¼" to 20½" urns	redwood	
Landscape Forms Inc.					from 20" diam. and square	fiberglass and wood	
Leaf Fiberglass Designs					6" to 8' various, square, circular, rectangular	fiberglass, aluminum	
London Garden Assoc. Inc.					4½" to 4'	polystyrene	●
Loumac Supply Corp.					various	glass, aluminum, fiberglass	
Harry Lunstead Designs Inc.					16"×14"h, 12"diam × 24" to 42"h	etched brass	
Macotta Corp.					6" to 8' various, square, circular, rectangular	fiberglass, wood, aluminum	
McDonald Products Corp.					7–36" diam., 10–30" square		
John Mini, Indoor Landscapes Ltd.	●	●	●	●	various, custom	metal, fiberglass, plastic, baskets, ceramic, terra cotta	●
Metcor Mfg.	●		●		8" to 30" diam.	aluminum	●
Nevins Worldwide Inc.					6" to 72"	aluminum, stainless steel	
Parker Interior Plantscape	●	●	●	●	all	fiberglass, metal	●
Plant Service Co.		●		●			
Pouliot Designs Corp.	●		●		12" to 60" custom, round, square, rectangular	fiberglass, stainless steel, wood, laminates	●
RPI Designs					various round, square, hexagons, octagon, rectangular	reinforced fiberglass	
Robert Charles Inc.					all sizes	aluminum, fiberglass, polyethylene	
Rockaway Metal Products Corp.					36" to 72"	steel	
Rotocast Plastic Products Inc.					23 terracast planters	linear low-density polymer	
Shogun International Corp.					30 × 30 and radius	concrete, finishing tops to match	
Sitecraft by Rosenwach Inc.					round, square, rectangular, half-round, custom	redwood, cedar, oak, purpleheart, mahogany	
Six-One Distributors Inc.	●		●				
Smokador					various sizes and shapes	fiberglass, aluminum, polyethylene	
TSAO Designs Inc.					raised pedestal diam. to 24"	metal, enamelled finishes	
Terrestris	●	●		●	8" to 36", custom	ceramic, metal, terra cotta, HDP, wicker	
Tibbet Inc.					17"diam × 36 to 78"h, custom	fabric covered	
Topsider, Div. of Inn/Plant, Inc.					30" × 6" × 6" adjustable	ABS plastic	



Ceramacor, Circle No. 385

Pouliot, Circle No. 392



Ram Systems Inc., Circle No. 349



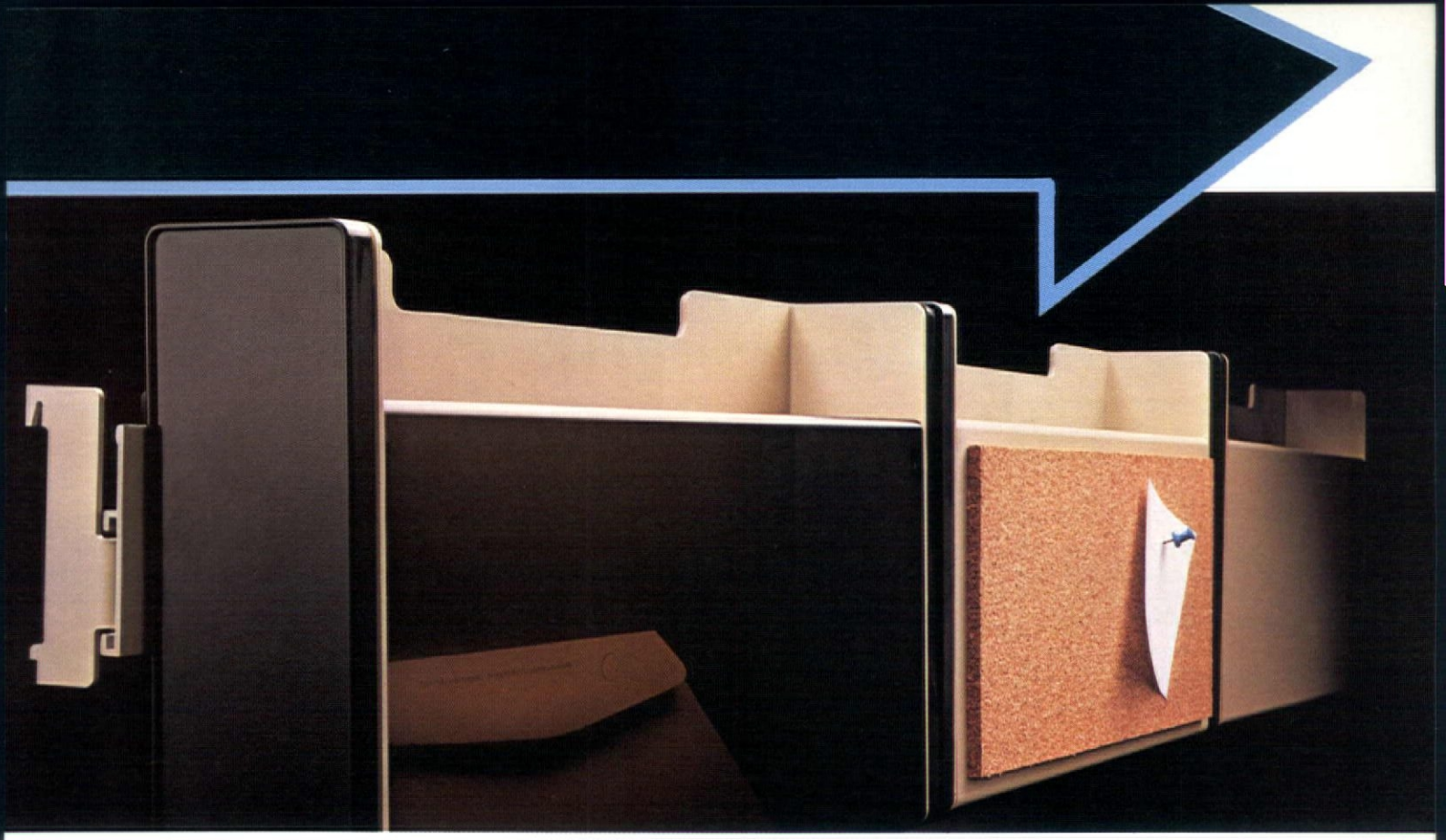
OPEN PLAN

Raised Floors

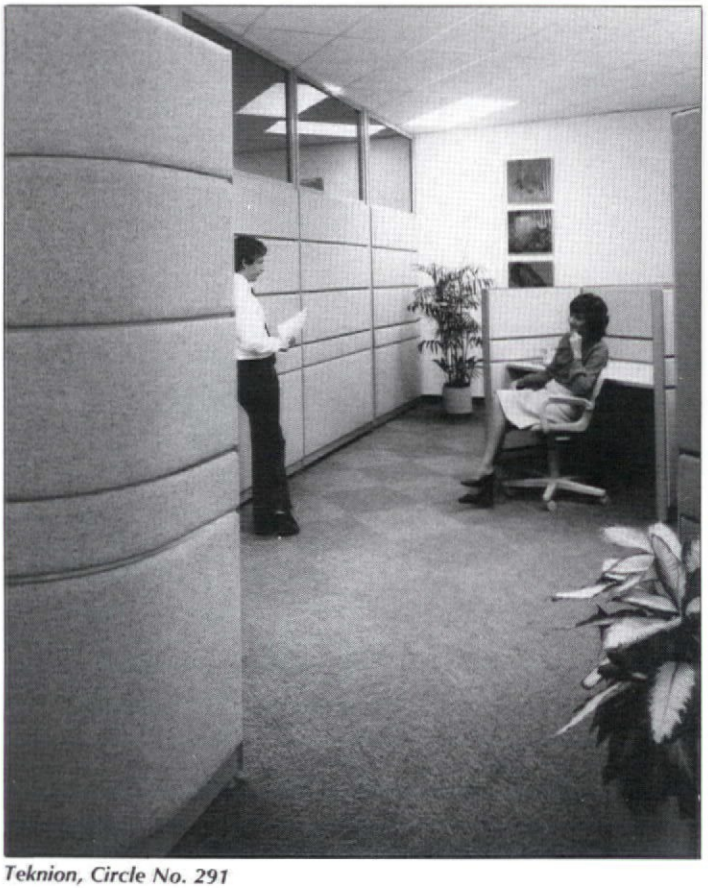
Firm	Size	Height	Surface Material	Other Features
Donn Corp.	2' × 2', 600mm × 600mm	4" and up	carpet, laminate, conductive & high performance	integrated electrical & telecommunication service outlets, central vacuum, HVAC outlets & controls.
Floating Floors Inc.	24" modules	6" and up	carpet tiles	unlimited access to underfloor services, solid & quiet walk surface, high strength & durability
Innocrete Systems Inc.	2' × 2'	custom	freelay, carpet squares	sound absorb, highest test data for rolling load
Tate Architectural Products Inc.	24" × 24", 60cm × 60cm	6" to 18", custom	HPL, carpet	steel-and-concrete access floor

Xception Design Ltd., Circle No. 341

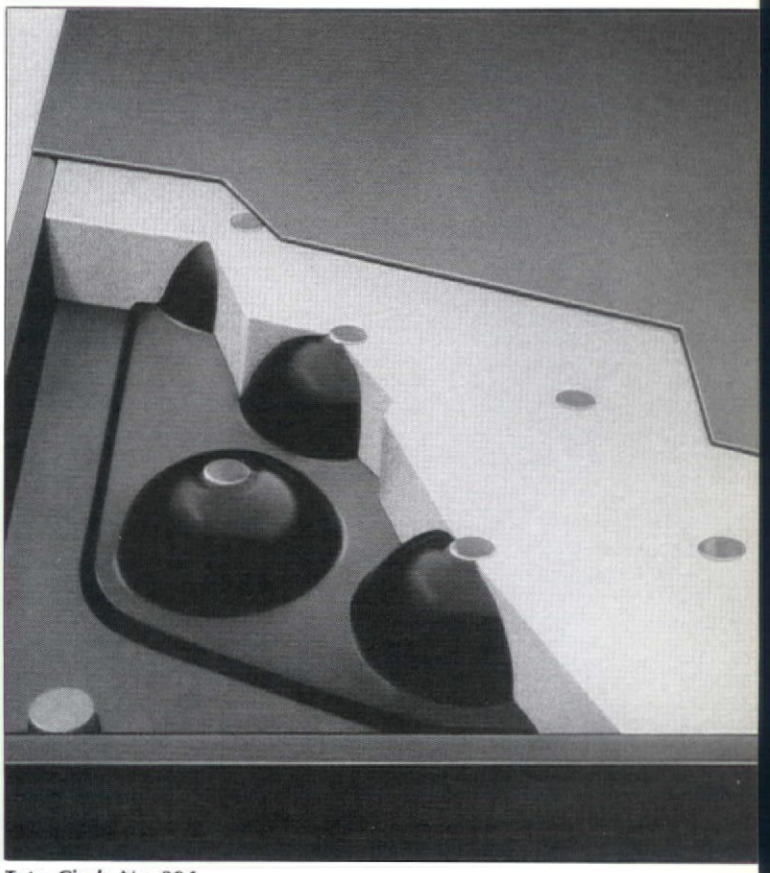




McDonald Products, Circle No. 393



Teknion, Circle No. 291



Tate, Circle No. 394

OPEN PLAN

Acoustical Panels, Wall-Mounted

FIRM	CORE MATERIAL								OUTSIDE MATERIAL						Sizes	SHAPE			
	Fiberboard	Fiberglass	Honeycomb	Particleboard	Wood	Mineral Fiber	Custom	Other	Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other		Curved	Flat	Rectangular	
Acousti-Forms Inc.	●								●								●	●	
Acoustical Partitions Corp.		●			●		●		●			●	●		custom	●	●	●	
Acoustical Screens/Interact		●			●				●								●	●	
Acoustical Screens In Color, Inc. (DBA) Hoover Systems		●							●								●	●	
Alma Desk Co.		●	●	●	●				●		●				29–85"h × 18–42"w	●	●	●	
American Seating Co.	●	●							●		●						●		
Armstrong World Inds.						●			●			●			10'×30" to custom		●		
Artafax Systems Ltd. Inc.		●				●			●			●	●		16–60"w × 30–120"h		●	●	
Artopex Inc.	●								●				●				●	●	
Aspects Inc.		●					●	●	●			●	●			●	●	●	
Atelier International	●	●							●						varies		●	●	
Brewster Corp.	●	●							●						2'×2' to 4'×8'		●	●	
Capaul		●					●		●			●	●		up to 4'×10'	●	●	●	
Check-Mate Interior System Inc.		●							●								●	●	
Control Electronics Co.	●						●		●			●	●		up to 60×120"	●	●	●	
Conwed		●				●			●				●		30×108", 30 × 120" custom		●	●	
Contemporary Products							●	●	●						various			●	
Corry Jamestown		●							●					●		●	●		
Decoustics Ltd.		●					●	●	●	●	●	●	●		to suit	●	●	●	
Fabri-Trak		●					●		●						unlimited	●	●	●	
Helikon Furniture Company, Inc.		●			●		●		●		●				any	●	●	●	
Insul-Art Acoustics Corp.	●						●		●			●	●		up to 60×120"	●	●	●	
MPC Inc./Noise Control Div.	●	●					●	●	●			●	●			●	●	●	
Magna Design Inc.	●	●							●					●			●	●	
Merida Meridian Inc. Canada														●	custom				
Herman Miller Inc.																●	●	●	
Mooning Partitions, Inc.		●							●									●	
Nello Systems Co.		●		●			●		●				●		custom		●	●	
Nelson-Adams Co.		●					●		●								●	●	
Nichols-Homeshield								●							16' max.	●	●	●	

	Square	Custom	Acoustical Ratings (NRC, NIC, STC, other)	Fire Ratings
	●	●		
	●	●	NRC .80	Class A
	●	●		Class A
		●		
			NRC Beta (80) AD (70)	Class A
			NRC .55 to .85	Flamespread 25
	●	●	NRC .90	Class A, Flamespread 0, Smoke Developed 50
	●	●	NRC .85	
	●	●		
	●	●	.75 to 1.00 NRC 20 NIC	Class A, ASTM-E 84-76A
	●		NRC 1.0	Class A
	●	●	NRC to .95	Flamespread 0–25 ASTM E-84
	●	●		
	●	●	NRC. 85, 1.0	Class A or 1, ASTM E-84
	●	●	NRC .65–1.0, STC .35–.40, NIC 19–24	Class A
		●	NRC .90	Class A
	●	●	to suit	
	●	●	NRC	Class A
	●	●		class A
	●	●	NRC .85, 1.0	Class A or 1, ASTM E-84
	●	●	NRC .75 to 1.0	Class A
	●	●	NRC .80	
				Class A
	●	●		
	●	●		Class A
	●	●	NRC .85	
	●		NRC .85	Class A
	●	●	NRC .85	Class A



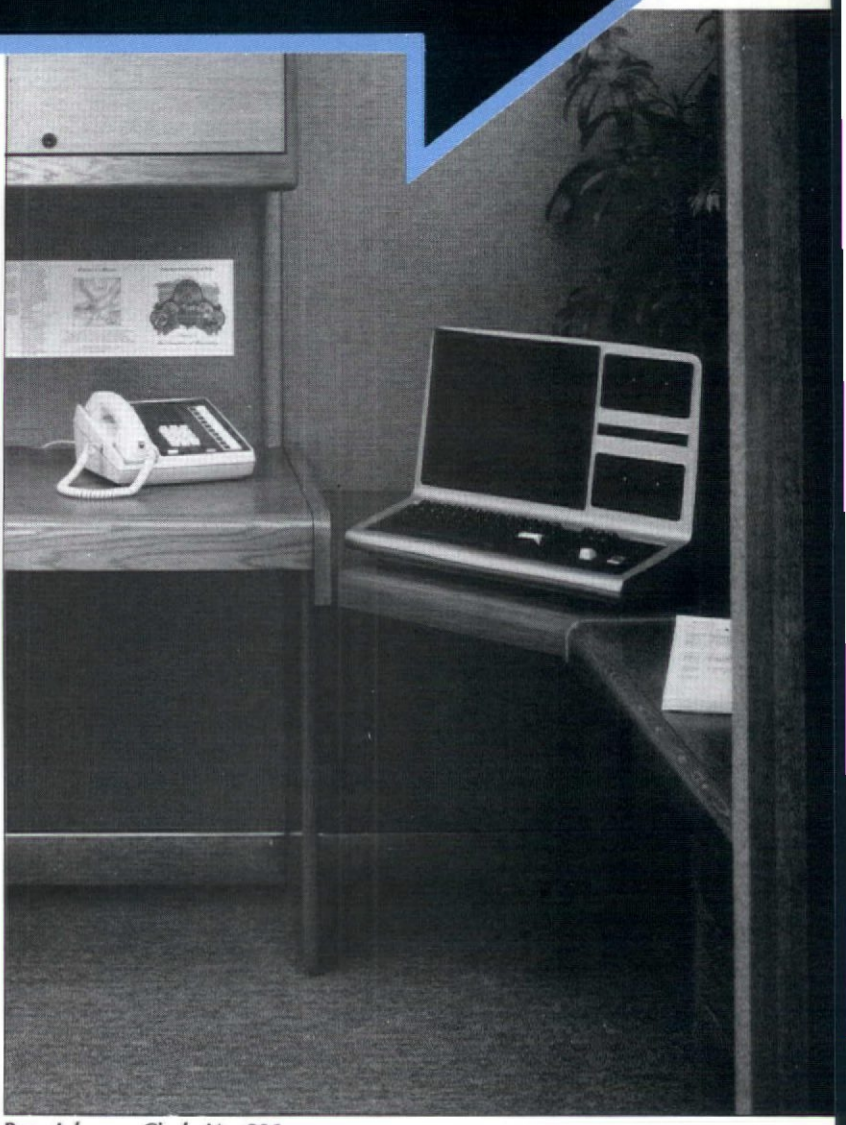
Packard Industries, Circle No. 343

OPEN PLAN

Acoustical Panels, Wall-Mounted

FIRM	CORE MATERIAL								OUTSIDE MATERIAL						Sizes	SHAPE			
	Fiberboard	Fiberglass	Honeycomb	Particleboard	Wood	Mineral Fiber	Custom	Other	Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other		Curved	Flat	Rectangular	
Glen O'Brien Partition Co.		●													2'×2' to 4'×6'			●	
Open Office Products Inc.		●							●						various		●	●	
Owens-Corning Fiberglas Corp.		●							●						24–48"w × 9–10'h		●		
Pleion		●	●						●	●					42" to 80"h 20" to 72" w.	●	●		
Polychromic Designs	●	●							●				●		12–60"w × up to 10'h		●	●	
Shaw-Walker Co.	●								●						custom		●		
Sonotrol, Div. Armstrong World Inds Canada		●		●			●		●			●	●		custom to 5'×5' or 4'×10'	●	●	●	
Sound-Ab-Sorb by Regency Fabrics		●							●			●			custom	●	●	●	
Steelcase Inc.	●								●						18–45"w × 65"h		●	●	
Storagewall					●		●				●	●	●	●			●		
Stow Davis Furniture Co.		●		●					●		●					●	●	●	
TSAO Designs Inc.					●		●		●				●		various			●	
TAB Products	●	●				●	●		●								●	●	
Techniques in Wood		●							●									●	
Tectum Inc.								●						●	2–4'w, 6–12'h 1–3" thick		●	●	
Tibbet Inc.		●							●								●		
Transwall Corp.		●							●								●	●	
Trendway Corp.						●	●	●	●			●	●		1–4'w × 8–10'h	●		●	
UniDynamics/Dyrotech		●			●			●							4×8, 4×10, 4×12			●	
Unistrut Interior Building Systems	●	●				●	●		●			●	●	●			●	●	
Universal Building Systems Inc.	●	●				●			●								●	●	
Watson Furniture Systems		●							●						any size		●	●	

	Square	Custom	Acoustical Ratings (NRC, NIC, STC, other)	Fire Ratings
	●		NRC .85, NIC 23	Class A
	●	●	NRC .85	Class A
			NRC .80, NIC 19	Flamespread 25 Smoke Developed 50
			.85 NRC	Class A
	●	●	NRC .50–.80	Class A
	●	●	NRC .75, 1.0	Class A
	●	●	NRC .85	ASTM E-84-81A
			NRC .70	Class 1, ASTM E-84
		●	NRC .65	
	●	●	NRC .85–.95	
	●		NRC .85–1.1	
	●		NRC up to .90	
		●	NRC .80, NIC 19	Flamespread 25 Smoke Developed 100
	●		NRC to .90	Class A
				Glasbord-Class C Fire-X Glasbord-A
	●	●	NRC .80, .85, .90	rated materials
	●	●	NRC .65 (est.)	Class A
	●	●	NRC .90	



Rose Johnson, Circle No. 296

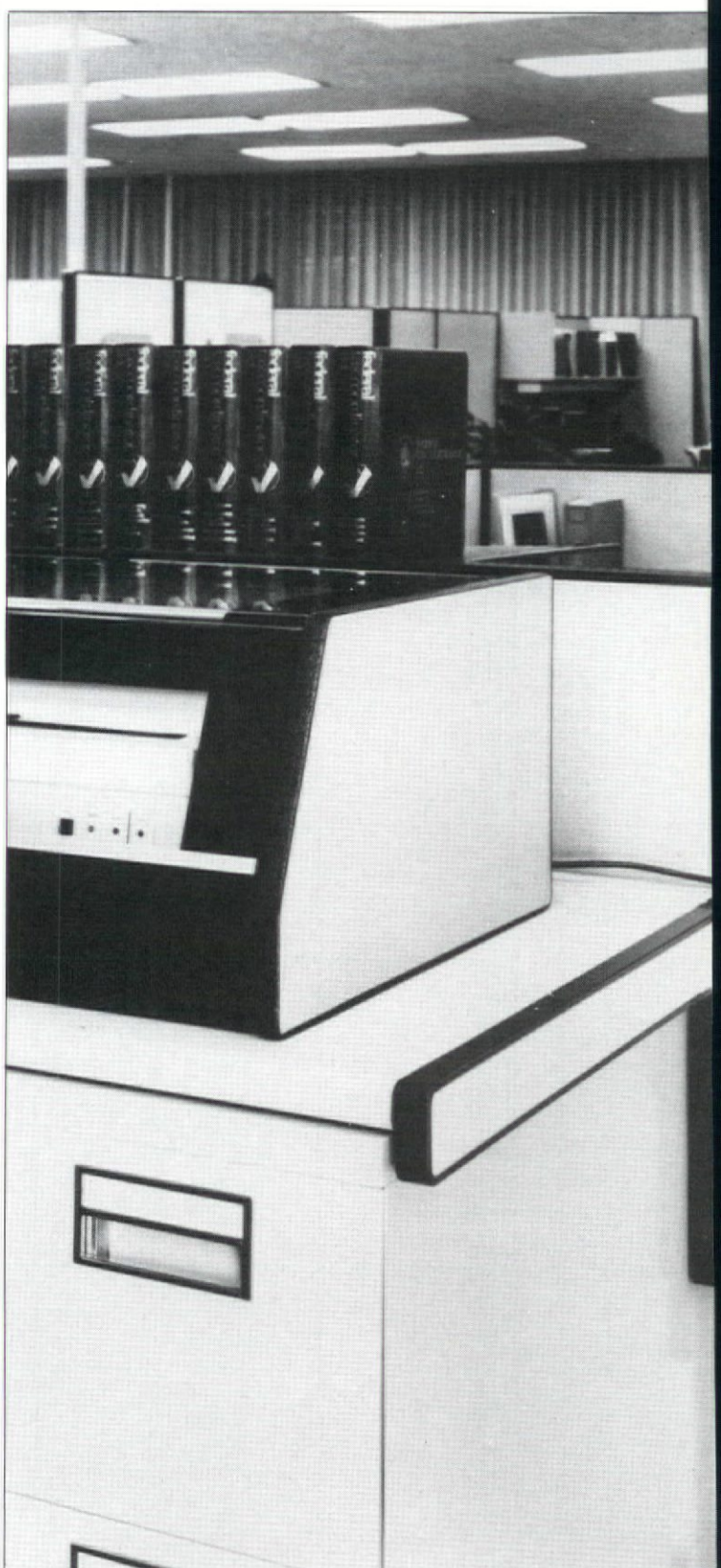


Wright Line, Circle No. 336

OPEN PLAN

Telephone & Power Sources

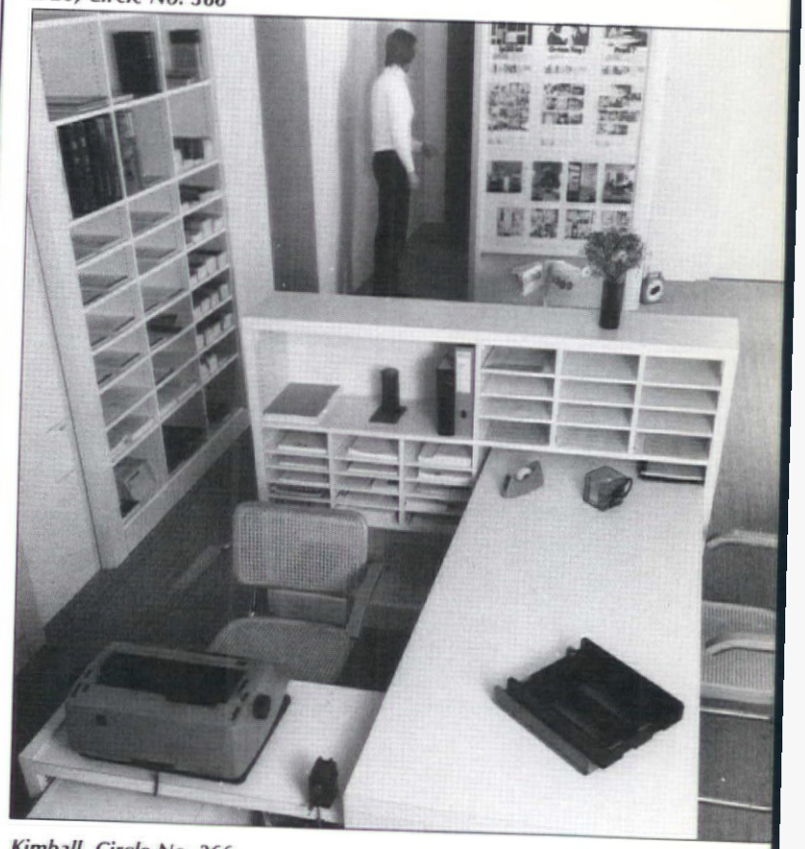
FIRM	Vertical Poles	Raceways	Panel-mt	Flat-power plane	Flat co-ax	Pre-wired	Other
AMP Products Corp.						●	
Acme Office Group	●		●			●	
Acoustical Partitions Corp.	●		●			●	
All-Steel Inc.	●	●	●	●	●	●	
Alma Desk Co.			●			●	
Anderson Power Products			●				
Artec	●		●				
Artopex Inc.	●						
Aspects Inc.	●		●			●	
Benedetti Corp.			●				
H.L. Birum Corp.	●		●			●	
Brewster Corp.			●				
Check-Mate Interior System Inc.			●				
Cole Business Furniture			●				
Conwed			●				
Cramer Inc.	●		●			●	
Domore Corp.	●		●			●	
Donn Corp.		●					
Drier/Div. MTS Seating	●		●			●	
Executive Office Concepts	●		●			●	
Flex-Y-Plan Inds. Inc.	●		●			●	
Floating Floors, Inc.						●	
GF Furniture Systems Inc.	●		●			●	
The Gunlocke Co.	●		●			●	
Haller Systems Inc.							magnetic tubes
Harmon, Div. Coastcraft			●				
Harter	●		●			●	
Harvey Hub	●			●	●		
Helikon Furniture Company Inc.			●			●	
iil International			●				
Invincible Metal Furniture Co.	●		●			●	
Laminates Unlimited Inc.	●						
Lehigh-Leopold	●		●			●	
Litton Business Furniture (LBF)	●		●				



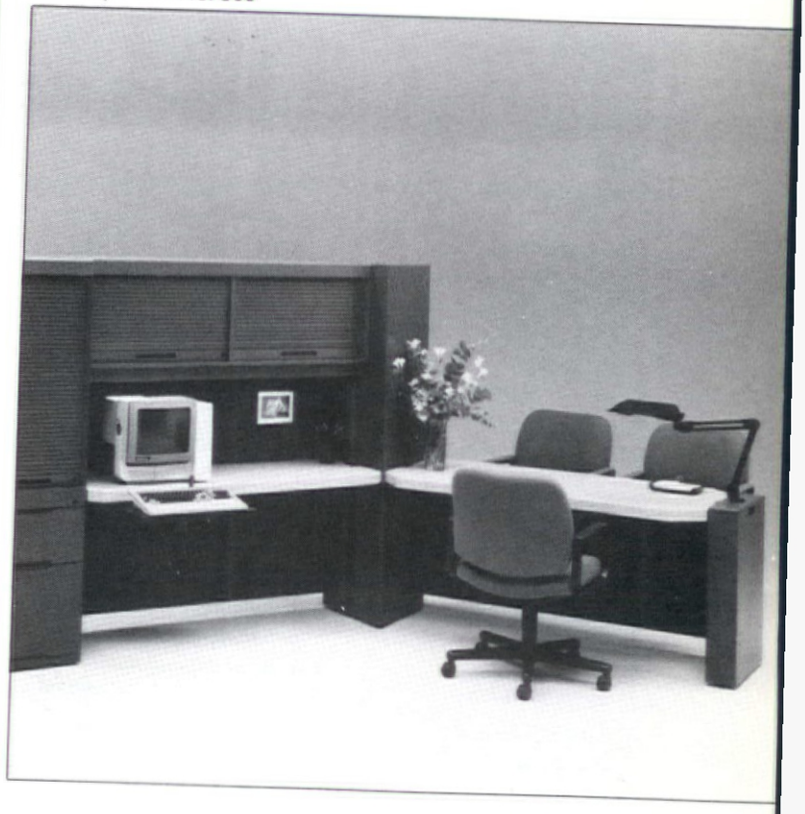
Wiremold, Circle No. 389

FIRM	Vertical Poles	Raceways	Panel-mt	Flat-power plane	Flat co-ax	Pre-wired	Other
Harry Lunstead Designs Inc.			●			●	
Magna Design Inc.	●		●				
Metal Stand Co.	●		●				
Midland-Ross Corp.		●					through floor raceways
Herman Miller, Inc.	●	●	●	●		●	
Mode Corp.	●		●			●	
Mooning Partitions, Inc.	●	●	●	●		●	
Nello Systems Co.	●		●				
Nelson-Adams Co.	●		●				
Nightingale Inds. Inc.	●	●	●	●	●	●	
Glen O'Brien Partition Co.	●		●				
Optimum Management Inc.	●		●	●			
Packard Inds. Inc.	●		●				
Panel Concepts Inc.	●		●			●	
Precision Mfg. Inc.	●		●			●	
Harvey Probber Inc.	●	●	●	●	●	●	desk-mounted raceways
Ram Partitions			●			●	
Reloc	●						relocatable wiring systems
H.H. Robertson Co.		●					
Rockaway Metal Products Corp.	●		●				
Rose Johnson	●						
Rosemount Office Systems Inc.	●		●			●	
Scandiline Inds. Inc.			●			●	
Shaw-Walker Co.	●					●	
Square D Co.	●	●					
Steelcase Inc.	●	●	●	●	●	●	
Stow/Davis Furniture Co.			●	●	●	●	
Structural Concepts Corp.	●		●				
Tate Architectural Products Inc.							access floors
Tibbet Inc.						●	
Timbercraft Inc.						●	
Transwall Corp.	●	●	●			●	
Watson Furniture Systems	●		●				
Westinghouse Furniture Systems			●			●	
The Wiremold Co.	●		●	●	●		

IP20, Circle No. 388



Kimball, Circle No. 366



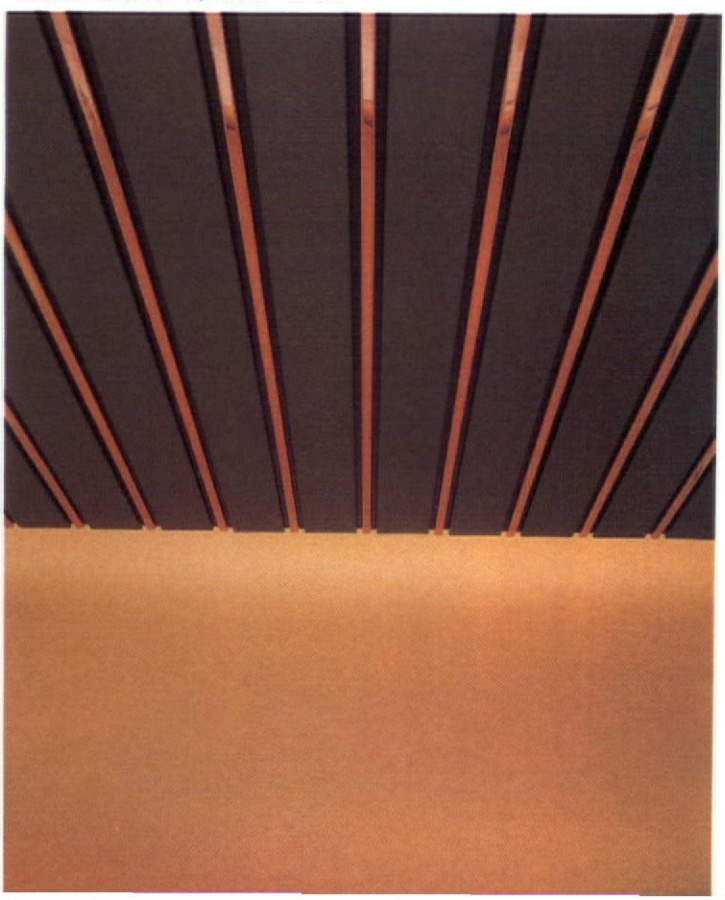
OPEN PLAN

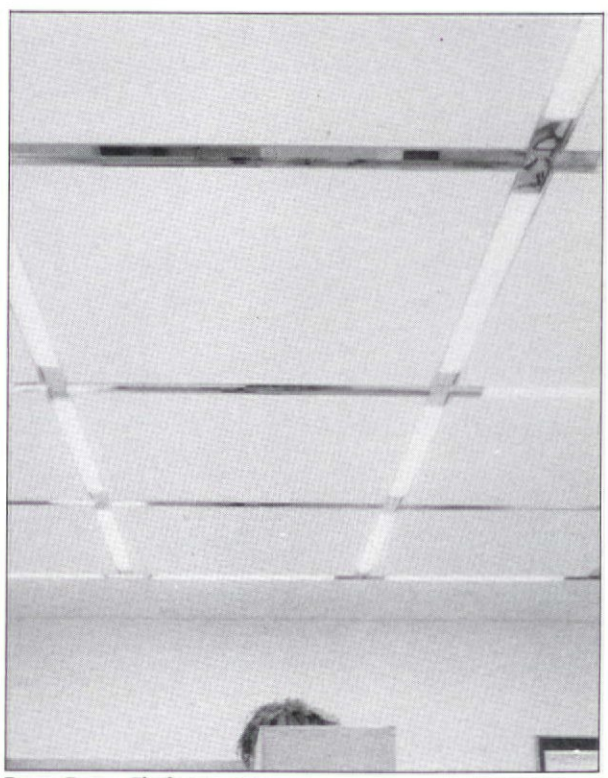
Acoustical Ceilings, Systems

FIRM	Baffles	Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Acoustical Partitions Corp.	●		NRC .80	Class A			
Alcan Building Products	●		NRC .70		●		
Armstrong World Inds.		●	NRC .50–1.0, STC 25–39			●	
Artafax Systems Ltd. Inc.	●	●	NRC .90, NIC Flanking 21	Class A, Flamespread 0, Smoke Developed 5			
The Brewster Corp.	●		NRC .90, STC 20	Class A			
Capaul	●	●	NRC to 1.0, NIC to 21	Flamespread 0–25, ASTM E-84			
Ceramacor Corp.	●	●	not tested	Flamespread 5, Fuel 0, Smoke 20	●		
Check-Mate Interior System Inc.	●						
Control Electronics Co.	●	●	NRC .85 & 1.60	Class A or 1, ASTM E-84			
Conwed	●	●	STC 30–49, NIC 15–18, NRC .50–.85	Class A		●	
Decoustics Ltd.	●	●			●	●	
Donn Corp.		●	varies		●	●	
Entol Inds. Inc.				Flame 0, Smoke 0, Contribution 0			
Envel Design Corp.				L.A. City, UBC		●	
Fabri-Trak		●	NRC	Class A			
Forms & Surfaces	●			UBC			
Insul-Art Acoustics Corp.	●	●	NRC .85 & 1.60	Class A or 1, ASTM E-84			
Intalite Inc.	●	●				●	Leaf-lite Cirrus ceiling system
Intalite Louvers & Ceilings Inc.						●	non-acoustic baffles, architectural & metal systems
Krug Furniture Inc.				Acoustical components only NRC .85			
Levolor Lorentzen Inc.	●	●	NRC .70/.80	ASTM 119		●	
MPC Inc./Noise Control Div.	●	●	NRC .75 to 1.0	Class A			
Merida Meridian Inc. Canada		●	NRC .65				
Herman Miller Inc.		●					
Nelson-Adams Co.	●		NRC .85	Class A			
Nichols-Homeshield	●	●	NRC .55 to .85	Class A	●	●	
W.F. Norman Corp.							Tin ceilings—nail up or drop in

FIRM	Baffles	Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Open Office Products Inc.	●			Class A			
Owens-Corning Fiberglas Corp.		●	NRC up to 1.0, NIC 7 to 20	Flamespread 25, Smoke Developed 50			
Polychromic Designs	●		NRC .80	Class A			
Sonotrol, Div. Armstrong World Inds. Canada	●		NRC .75 to 1.0	Class A			
Sound-Ab-Sorb by Regency Fabrics	●	●	NRC .85	ASTM E-84-81A			
TSAO Designs Inc.	●		NRC .65	yes			
Techniques in Wood	●		NRC 1.1				
Tectum Inc.	●	●	NRC up to .90				
Tibbet Inc.			NRC .80, NIC 19	Flamespread 25, Smoke Developed 100			ceiling acoustical panels
UniDynamics/Dyrotech				Glasbord—Class C Fire-X Glasbord—A			ceiling fiberglass reinforced plastic tiles
Watson Furniture Systems		●	NRC .90				

Nichols-Homeshield, Circle No. 399





Donn Corp., Circle No. 294

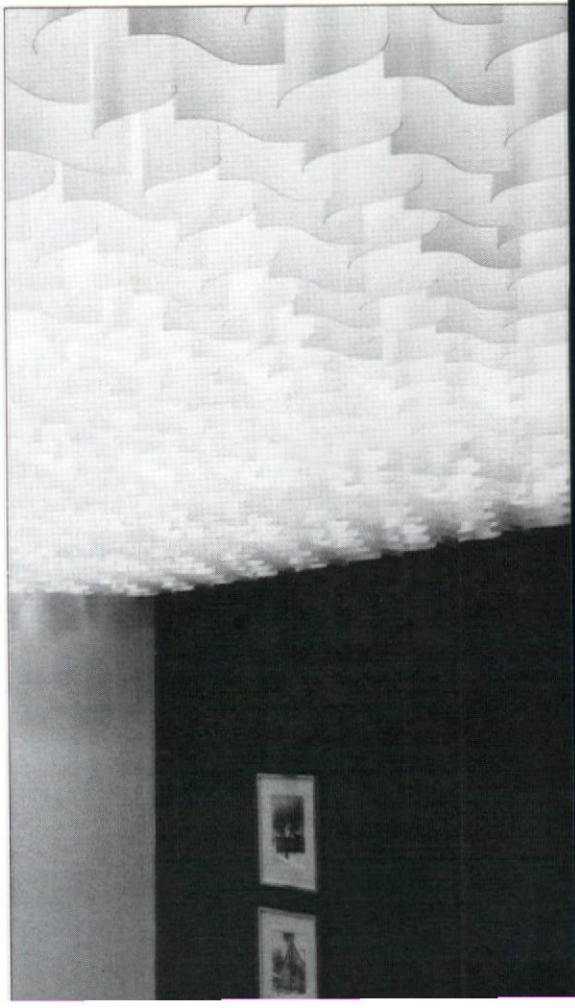
OPEN PLAN

Lighting

Firm	AMBIENT Task	Furn-mtd	Wall-mtd	Free-stdg
Abolite Lighting Inc.		●	●	●
Acousti-Forms Inc.	●	●		
All-Steel Inc.	●	●		
Alma Desk Co.	●	●		●
Architectural Supplements Inc.				●
Aspects Inc.	●	●		
Brayton International	●		●	●
C I Designs	●			
Cole Business Furniture	●	●		
Contract Lighting Systems	●	●	●	●
Conwed Corp.	●	●		
Dazor Mfg. Corp.	●	●	●	
Domore Corp.	●	●	●	
Electra-Lite, Div. of ECA	●	●	●	●
Fostoria Inds. Inc.	●	●	●	
GF Furniture Systems Inc.	●	●	●	●
Harter	●	●		
Haworth Inc.				●
Helikon Furniture Company Inc.	●	●	●	
Indalux by J.H. Spaulding	●	●	●	●
Intalite Inc.	●			
Invincible Metal Furniture Co.	●			
Jofco Inc.	●			
Koch & Lowy Inc.	●	●	●	●
George Kovacs Lighting Inc.	●	●	●	●
Lehigh-Leopold	●	●	●	●
Levolor Lorentzen Inc.	●			
Light/Inc.	●		●	●
Lighting Associates Inc.	●		●	●
Lighting Services Inc.	●	●	●	●
Lightolier	●	●	●	●
Litelab Corp.	●		●	
Mary Street Studio	●			●
Nello Systems Co.	●	●	●	
Neo-Ray Products Inc.	●	●	●	
Optimum Management Inc.		●		●
Panel Concepts Inc.	●			
Park Sherman	●	●	●	●
Harvey Probber Inc.	●	●		
Rainbow Lamp Corp.	●	●	●	●
Reloc	●	●	●	
Ron Rezek Lighting & Furniture	●	●	●	
Rockaway Metal Products	●	●		
Roxter Mfg. Corp.	●		●	●
SPI Lighting/Halo	●	●	●	●
Scandiline Inds. Inc.	●	●		
Shaw-Walker Co.	●			
Spectrums of Light	●	●	●	●
Steelcase Inc.	●	●	●	●
Sterner Lighting Systems	●	●	●	●
Swivelier	●	●	●	●
Thunder & Light	●	●	●	●
TSAO Designs Inc.	●	●	●	●
Teledyne Big Beam	●		●	
Tradex Corp.	●	●		
Transwall Corp.	●			
Westinghouse Furniture Systems	●	●	●	●



Lighting Associates, Circle No. 320



Intalite, Circle No. 402

Masking Sound Systems

Control Electronics Co.

Dukane Corp.

Dyna-Systems Inc.

Filing Equipment Inc.

Insul-Art Acoustics Corp.

Sound Industries



Castelli, Circle No. 403

Carpet Tiles

American Floor Products Co.

Amertex

Desso (USA) Inc.

Donn Corp.

Innocrete Systems Inc.

Kenmore Carpet Corp.

Lane's Floor Coverings Inc.

Lees Carpets

Merida Meridian Inc. Canada

Patrick Carpet Mills

Philadelphia Carpets

Stratton Inds. Inc.

Tate Architectural Products Inc.

Installation Specialists

All-Steel Inc.

Aspects Inc.

Domore Corp.

GF Furniture Systems Inc.

Haworth Inc.

IP20 of America

Nightingale Inds. Ltd.

Optimum Management Inc.

Rockaway Metal Products Corp.

Shaw-Walker Co.

Steelcase Inc.

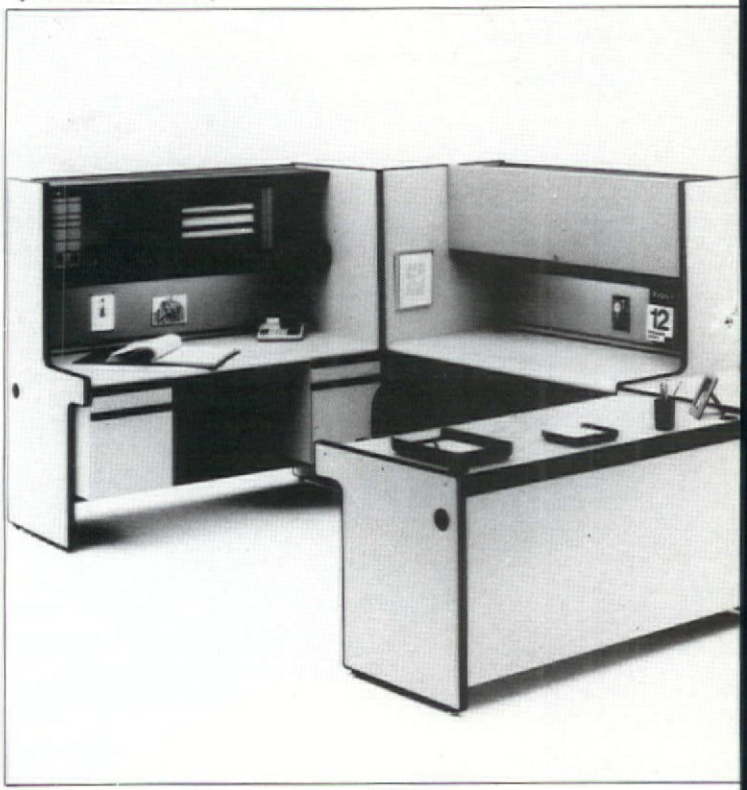
Storagewall

Vogue Interior Partition Systems/Jerry L. Judd Inc.

Hang-On Accessories

FIRM	In/Out	Organizers	Other
Abstracta Structures Inc.	●	●	●
Acoustical Partitions Corp.	●	●	
Acoustical Screens/Interact		●	planters, task heaters
American Seating Co.	●	●	
All-Steel Inc.	●	●	
Alma Desk Co.		●	lighting, valet accessories
Artopex Inc.		●	
Aspects Inc.	●	●	coat hook, name sign
H.L. Birum Corp.			silk screened wall graphics
Check-Mate Interior System Inc.			shelves
Cole Business Furniture	●	●	bookshelves, files, display shelves, coat racks
Cramer Inc.	●	●	signage
Danwood	●	●	
Domore Corp.	●	●	
Eldon Office Products	●	●	Magazine files, shelves, sorter, drawer system, hot files
Filing Equipment Inc.	●	●	
GF Furniture Systems Inc.	●	●	
Glassform/Div. Century Plastics Inc.			Manlove accessory system
Haller Systems Inc.			complete line available
Harmon, Div. Coastcraft		●	
Harter	●	●	
Helikon Furniture Company, Inc.			wire managers
Invincible Metal Furniture Co.		●	
IP20 of America	●	●	hooks, wire dividers, files, swivel pull-out trays
JG Furniture	●	●	
Krueger	●		telephone tray
Krug Furniture Inc.	●	●	
Lehigh-Leopold	●	●	storage & display shelves
Levolor Lorentzen Inc.			blinds—vertical & horizontal

Open Office Products, Circle No. 354



Panel Concepts, Circle No. 326



FIRM	In/Out	Organizers	Other
Lista International	●	●	desk sets
Litton Business Furniture (LBF)	●	●	
Harry Lunstead Designs Inc.		●	printer paper carts
Magna Design Inc.	●	●	telephone panel
McDonald Products Corp.	●	●	
Metcor Mfg.	●	●	desk accessory systems
Herman Miller Inc.	●	●	
Mode Corp.	●	●	
Nightingale Industries Ltd.	●	●	
Optimum Management Inc.			wrist support
Packard Inds. Inc.	●	●	
Panel Concepts Inc.		●	
Precision Mfg. Inc.		●	
Harvey Probber Inc.		●	
Reff Inc.	●	●	
Rockaway Metal Products Corp.		●	Data-Director cabinets & pedestals
Scandiline Inds. Inc.	●	●	
Sealtex Co.			nylon display hooks for T bars on suspended ceilings
Smokador	●	●	calendar/memo comb. set, index file unit, memo box, vertical letter tray
Steelcase Inc.		●	
Stow Davis Furniture Co.		●	
TSAO Designs			coat hooks
Walker Systems Inc.			picture hanging devices
Watson Furniture Systems	●	●	
Westinghouse Furniture Systems	●	●	
Wright Line Inc.		●	conversion hanger bars
Xception Design Ltd.	●	●	telephone stand and swing arm

Edward Axel Roffman Associates, Circle No. 334





Adden, Circle No. 395

OPEN PLAN Alphabetical List Of Firms

AMP Products Corp.
P.O. Box 1776
Southeastern, PA 19399
215/647-1000

Abolite Lighting Inc.
Center & Wood Sts.
W. Lafayette, OH 43845
614/622-1582

Abstracta Structures, Inc.
347 Fifth Ave.
New York, NY 10016
212/532-3710

Acme Office Group
513 Porter Ave.
Brooklyn, NY 11222
212/384-7800

Acousti-Forms Inc.
7831 Hickory Dr. N.E.
Fridley, MN 55432
612/571-6033

Acoustical Partitions
144 Race St.
Holyoke, MA 01040
413/533-3986

Acoustical Screens in Color, Inc.
12118 Corporate Drive
Dallas, TX 75228
214/270-6471

Acoustical Screens/Interact
79 Industrial Dr., Drawer 545
East Longmeadow, MA 01028
413/525-6613

Adanlock Jamestown Div.
55 Jones & Gifford Ave.
Jamestown, NY 14701
716/483-1551

Adden Furniture, Inc.
26 Jackson St.
Lowell, MA 01852
617/454-7848

Alcan Building Products
P.O. Box 7288
Charlotte, NC 28217
800/438/4461

Alka Structures, Inc.
115 Dell Glen Ave.
Lodi, NJ 07644
201/340-8686

All-Steel Inc.
Rte. 31
Aurora, IL 60559
312/859-2600

Alma Desk Co.
1301 Lincoln Dr., P.O. Box 2250
High Point, NC 27260
919/885-4101

American Floor Products Co.
5010 Boiling Brook Pky.
Rockville, MD 20852
301/770-6500

American Seating Co.
901 Broadway N.W.
Grand Rapids, MI 49504
800/253-8104

Amertex
3434 Dallas Trade Mart
Dallas, TX 75207
214/747-3512

Amstore Corp.
864 Merchandise Mart
Chicago, IL 60654
312/661-1690

Anderson Desk Inc.
5040 San Fernando Rd.
Glendale, CA 91209
213/246-8133



Contemporary Products, Circle No. 303

Anderson Power Products
145 Newton St.
Boston, MA 02135
617/787-5880

Apollo Woodworking & Metal
44 Ford Dr.
Old Saybrook, CT 06475
203/388-1237

Architectural Pottery
3601 Aviation Blvd.
Manhattan Beach, CA 90266
213/643-9103

Architectural Stoneware, Inc.
3970H Sorrento Valley Blvd.
San Diego, CA 92121
619/455-9690

Architectural Supplements, Inc.
341 E. 62 St.
New York, NY 10021
212/758-0922

Armstrong World Industries
P.O. Box 3001
Lancaster, PA 17604
717/397-0611

Artafax Systems Ltd., Inc.
670 N. Commercial St., P.O. Box 568
Manchester, NH 03105
800/258-3558

Artec
1600 Royal St.
Jasper, IN 47546
812/482-1600

Artopex Inc.
2121 rue Berlier
Laval, Que. H7L 3M9
514/332-4420

Aspects Inc.
11615 Pendleton St.
Sun Valley, CA 91352
818/768-9000

Atelier International, Ltd.
595 Madison Ave.
New York, NY 10022
212/644-0400

Atlantic Specialties
P.O. Box 323
Greenlawn, NY 11740
516/427-2145

Autograph Inc.
1501 Euclid Ave.
Cleveland, OH 44115
216/696-6151

Baker Furniture, Contract Div.
917 Merchandise Mart
Chicago, IL 60654
312/329-9410

Benedetti Corp.
3011 E. Pico Blvd.
Los Angeles, CA 90023
213/263-9761

Beylerian, Ltd.
305 E. 63 St.
New York, NY 10021
212/755-6300

H.L. Birum Corp.
Rte. 29, Box E
Frenchtown, NJ 08825
800/452-4786

Brayton International Collection
255 Swathmore Ave., P.O. Box 7288
High Point, NC 27264
919/434-4151

The Brewster Corp.
P.O. Drawer B
Old Saybrook, CT 06475
203/388-4441

Business Accessories
P.O. Box 610
Amherst, NY 14226-0610
416/453-0136

Business Accessories Inc.
415 Dundas St.
Cambridge, Ont. N1R 5Y2
519/622-2222

CI Designs
574 Boston Ave.
Medford, MA 02155
617/391-7800

Capaul
800 Eastern Ave.
Plainfield, IL 60544
815/436-8500

Captive Sea, Inc.
8687 Melrose Ave.
Los Angeles, CA 90069
213/657-3232

Centaur Corp.
384 Nash Road
New Bedford, MA 02746
617/993-3353

Ceramacor Corp.
3502 Gulf Breeze Pky.
Gulf Breeze, FL 32561
904/932-9306

Check-Mate Interior System Inc.
509 Manida St.
Bronx, NY 10474
212/991-3610

Citadel International Inc.
609 N. Long Beach Rd.,
Rockville Ctr., NY 11570
516/766-7176

Claridge Products and Equipment, Inc.
P.O. Box 910
Harrison, AR 72601
501/743-2200

Cole Business Furniture
640 Whiteford Rd.
York, PA 17405

Compucart
Div. Versa Tec Corp.
201 N. Rome Ave.
Tampa, FL 33606
800/237-9024

Contemporary Products
7 Grand Blvd. North
Brentwood, NY 11717
800/645-5156

Contemporary Products Inc.
P.O. Box 6249
Austin, TX 78702
512/476-6660

Contract Lighting Systems
31 Grove St.
New Canaan, CT 06840
203/966-9550

Control Electrodes Co.
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0002

Conwed Corp.
444 Cedar St.
St. Paul, MN 55101
612/221-1101

Corry Jamestown
844 E. Columbus Ave.
Corry, PA 16407
814/664-4611

Cramer Inc.
625 Adams St.
Kansas City, KS 66105
913/621-6700

Creative Dimensions
1255 E. Lincoln Ave.
Nappanee, IN 46550
219/773-7771

Croydon Furniture Systems, Inc.
1 Hespeler Rd.
Cambridge, Ont. N1R 5V4
519/621-6300

Danwood
21616 87 Ave. S.E.
Woodinville, WA 98072
206/485-8524

Data-Mate
The Maine Mfg. Co.
P.O. Box 408
Nashua, NH 03061
603/882-5142

Davis Furniture Inds. Inc.
602 W. Linden Ave.
High Point, NC 27261
919/889-2009

Dazor Mfg. Corp.
4455-99 Duncan Ave.
St. Louis, MO 63110
314/652-2400

Decar Corp.
7615 University Ave.
Middleton, WI 53562
608/836-1911

Decoustics Ltd.
65 Disco Rd.
Rexdale, Ont. M9W 1M2
416/675-3983

Delco Associates, Inc.
55 Old Field Point Rd., Box 423
Greenwich, CT 06836
203/661-5101

Design Group Inc.
5875 S.W. Lakeview Blvd.
Lake Oswego, OR 97034
503/639-9636

Desso (USA) Inc.
P.O. Box 125
Wayne, PA 19087
800/368-1515

Domore Corp.
2400 Sterling Ave., P.O. Box 1289
Elkhart, IN 46515
219/293-0621

Donn Corp.
1000 Crocker Rd.
Westlake, OH 44145
216/871-1000

Drier
Div. MTS Seating
1244 W. Dean Rd.
Temperance, MI 48182
313/847-6647

Dukane Corp.
2900 Dukane Dr.
St. Charles, IL 60174
312/584-2300

Dunbar
601 S. Fulton St.
Berne, IN 46711
219/589-2111

Du Quaine Lectern Mfg. Corp.
303 Dodge St., P.O. Box 56W
Kewaunee, WI 54216
414/388-3790

Dyna-Systems, Inc.
5371 Tennyson St.
Denver, CO 80212
303/455-5400

Ebco Contract Furniture
1221 Erie Ave.
Sheboygan, WI 53081
414/458-8731

Eldon Office Products
1130 E. 230 St.
Carson, CA 90745
213/518-1600

Electra-Lite
Div. of ECA
P.O. Box 2040
Shelton, CT 06484
203/735-4414

Elite/Biltrite
10251 Ray Lawson Blvd.
Montreal, Que. H1J 1L7
514/352-7770

Entol Industries, Inc.
8180 N.W. 36 Ave.
Miami, FL 33147
305/696-0900

Envel Design Corp.
1940 Cotner Ave.
Los Angeles, CA 90025
213/478-2524

Esselte Pendaflex Corp.
Clinton Rd.
Garden City, NY 11530
516/714-3200

Executive Office Concepts
1705 Anderson Ave.
Compton, CA 90220
213/537-1657

Fabri-Trak
201 E. 28 St.
New York, NY 10016
212/532-2393

Fantoni USA Inc.
104 Greene St.
New York, NY 10012
212/219-2321

Filing Equipment, Inc.
P.O. Box 457
Ringgold, GA 30736
800/241-5246

Finealum Corp.
40-24 22 St.
Long Island City, NY 11101
212/937-3172

Flex-Y-Plan Inds. Inc.
3200 W. 22 St.
Erie, PA 16506
814/838-3583

Floating Floors, Inc.
795 Berdan Ave.
Toledo, OH 43610
419/476-8772

C I Designs, Circle No. 362



Florenco Foliage Systems Worldwide, Inc.
30-28 Starr Ave.
Long Island City, NY 11101
212/729-6600

Foliage Plant Systems, Inc.
P.O. Box 727, 219 Change Bridge Rd.
Pine Brook, NJ 07058
201/263-3200

Forms & Surfaces
1170 Coast Village Rd., P.O. Box 5215
Santa Barbara, CA 93108
805/969-7721

Fostoria Industries Inc.
1200 N. Main St.
Fostoria, OH 44830
419/435-9201

GF Furniture Systems, Inc.
E. Dennick Ave.
Youngstown, OH 44501
216/746-7271

Geller Originals
9014 Lindblade St.
Culver City, CA 90230
213/272-1330

Gift Craft Leather Co. Inc.
35-57 Ninth St.
Long Island City, NY 11106
212/204-1222

Glaro, Inc.
735 Old Willets Path
Hauppauge, NY 11788
516/234-1717

Glassform
Div. Century Plastics, Inc.
1435 S. Santa Fe Ave.
Compton, CA 90221
213/603-8991

Glasspec Corp.
10344 S.W. 187 St.
Miami, FL 33157
800/328-0888

The Gunlocke Co.
One Gunlocke Dr.
Wayland, NY 14572
716/728-5111

Haller Systems Inc.
17741 Cowan Ave.
Irvine, CA 92714
714/660-1555

Hardwood House, Inc.
569 Lyell Ave.
Rochester, NY 14606
716/254-0600

Harmon
Div. Coastcraft
Tacoma, WA 98401
206/383-5367

OPEN PLAN Alphabetical List Of Firms

Harter
Prairie Ave.
Sturgis, MI 49091
616/651-3201

Harvey Hub
P.O. Box 3999
Bridgeport, CT 06605
203/333-1181

Haworth, Inc.
One Haworth Ctr.
Holland, MI 49423
616/392-5961

Helikon Furniture Co.
607 Norwich Ave.
Taftville, CT 06380
203/886-2301

Hiebert Inc.
19801 S.Santa Fe Ave.
P.O. Box 6266
Carson, CA 90749
213/603-0441

HON Company
Div. Hon Industries
200 Oak St.
Muscatine, IA 52761
319/264-7253

Hoover Systems
12118 Corporate Dr.
Dallas, TX 75228
214/270-6471

iil International
5701 Steeles Ave. W.
Toronto, Ont. M9L 1S7
416/745-9365

INDALUX
by J.H. Spaulding
1736 Dreman
Cincinnati, OH 45215

Innocrete Systems Inc.
49 Meeker Ave.
Cranford, NJ 07016
201/272-0573

Insul-Art Acoustics Corp.
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0002

Intalite Inc.
3611 Commercial Ave.
Northbrook, IL 60062
312/564-1570

Intalite Inc.
9855 Meilleur St.
Montreal, Que. H3L 3J6
514/382-2793

Intalite Louvers and Ceilings, Inc.
3611 Commercial Ave.
Northbrook, IL 60062
312/564-1570

Interface Flooring Systems Inc.
P.O. Box 1503
La Grange, GA 30241
404/882-1891

Interior-Scape, Inc.
1 Mannions Lane
Danbury, CT 06810
203/792-6062

International Terra Cotta, Inc.
690 N. Robertson Blvd.
Los Angeles, CA 90069
213/657-3752

Intrex, Inc.
343 E. 62 St.
New York, NY 10021
212/758-0922

Invincible Metal Furniture Co.
842 S. 26 St.
Manitowoc, WI 54220
414/682-4601

IP20 of America
8730 Westpark
Houston, TX 77063
713/785-0822

JG Furniture Systems
121 Park Ave.
Quakertown, PA 18951
215/536-3353

J&J Industries, Inc.
J&J Dr., P.O. Box 1287
Dalton, GA 30720
404/278-4454

Jansko, Inc.
1800 S.W. 34 St.
Ft. Lauderdale, FL 33315
305/522-6791

Jofco Inc.
P.O. Box 71
Jasper, IN 47546
812/482-5154

Kenmore Carpet Corp.
979 Third Ave.
New York, NY 10022
212/755-8400

Kimball Office Furniture
1600 Royal St.
Jasper, IN 47546
812/482-1600

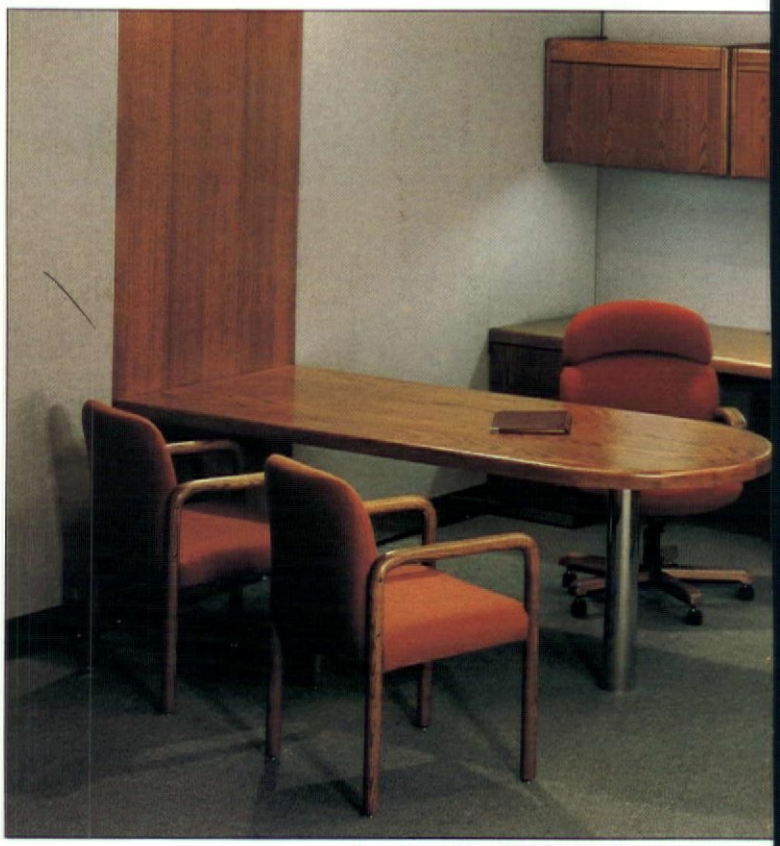
C. Kind & Co., Inc.
137 W. 28 St.
New York, NY 10001
212/947-2130

Knoll International
655 Madison Avenue
New York, NY 10021
212/207-2200

Kobi, Div. Garcy Corp.
606 Industrial Ave.
Box 1500
Hesston, KS 67062
316/327-2121

Koch & Lowy Inc.
21-24 39 Ave.
Long Island City, NY 11101
212/786-3520

George Kovacs Lighting, Inc.
230 Fifth Ave.
New York, NY 10001
212/683-5744



Krug Furniture Incorporated, Circle No. 360

Krueger
1330 Bellevue St., P.O. Box 8100
Green Bay, WI 54308
414/468-8100

Krug Furniture Inc.
111 Ahrens St. W.
Kitchener, Ont. N2H 4C2
519/743-8281

Lakeland Mills
P.O. Box 19009
Lansing, MI 48901
800/422-8562

Laminates Unlimited, Inc.
2720 Sisson St.
Baltimore, MD 21211
301/889-5553

Landscape Forms, Inc.
431 Lawndale Ave.
Kalamazoo, MI 49001
616/381-0396

Lane's Floor Coverings, Inc.
192 Lexington Ave.
New York, NY 10016
212/532-5200

Leaf Fiberglass Designs
999 Mandoline
Madison Hts., MI 48071
313/585-1374

Lees Carpets
Valley Forge Corporate Ctr.
King of Prussia, PA 19406
215/666-7770

Lehigh-Leopold
2825 Mt. Pleasant St.
Burlington, IA 52601
319/753-2271

Levolor Lorentzen, Inc.
1280 Wall St. W.
Lyndhurst, NJ 07071
201/460-8400

Light/Inc.
1162 Second Ave.
New York, NY 10021
212/838-1130

Lighting Associates, Inc.
305 E. 63 St.
New York, NY 10021
212/751-0575

Lighting Services Inc.
150 E. 58 St.
New York, NY 10155
212/838-8633

Lightolier, Inc.
346 Claremont Ave.
Jersey City, NJ 07305
201/333-5120

Lista International
2520 Mira Mar Ave.
Long Beach, CA 90815
213/498-2397

Litelab Corp.
76 Ninth Ave.
New York, NY 10011
212/675-4357

Litelab Corp.
5200 Venice Blvd.
Los Angeles, CA 90019
213/936-6206

Litton Business Furniture (LBF)
1629 Litton Dr.
Stone Mountain,GA 30083
404/939-4115

London Garden Associates, Ltd.
P.O. Box 333
Ridgefield, CT 06877
203/438-3005

Loumac Supply Corp.
60 Park Ave., P.O. Box 216
Lakewood, NJ 08701
201/367-8200

Harry Lunstead Designs, Inc.
8655 S. 208
Kent, WA 98031
206/872-8835

M&J Desk
14440 Don Julian Rd.
City of Industry, CA 91746
818/333-7079

MPC, Inc.
Noise Control Div.
1468 W. 9 St.
Cleveland, OH 44113
216/781-1515

Macotta Corp.
999 Mandoline
Madison Hts., MI 48071
313/585-1374

Magna Design Inc.
5804 204 S.W.
Lynnwood, WA 98036
800/233-2304

Marsh Chalkboard Co.
524 River St., P.O. Box 467
Dover, OH 44622
216/343-8825

Mary Street Studio
346 Mary St.
Saugatuck, MI 49453
616/857-4722

McDonald Products Corp.
2685 Walden Ave.
Buffalo, NY 14225
716/684-7200

Merida Meridian, Inc. Canada
1638 Sherbrooke St.
Montreal, Que. H3H 1C9
514/933-2242

Meridian Inc.
6830 Grand Haven Rd.
Muskegon, MI 49456
616/798-4560

Metal Stand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
215/673-5300

Metcor Mfg.
749 S. Kohler St.
Los Angeles, CA 90021
213/627-0731

Midland-Ross Corp.
Electrical Products Div.
P.O. Box 1548
Pittsburgh, PA 15230
412/323-5400

Herman Miller Inc.
2855 44 St.
Grandville, MI 49464
616/531-8860

Milliken and Company
201 Industrial Drive
LaGrange, GA 30240
404/883-5511

John Mini Indoor Landscapes Ltd.
233 Fordham St.
City Island, NY 10464
212/885-2426

Mode Corp.
14700 Doolittle Dr.
San Leandro, CA 94577
415/895-8570

Modern Mode
P.O. Box 6667
Oakland, CA 94603
415/568-6650

Modern Plastics Corp.
152 Horton St.
Wilkes Barre, PA 18702
717/822-1124

Monitor
Div. LJ Kelley Co.
3000 S. Alaska
Tacoma, WA 98409
206/475-5800

Mooning Partitions, Inc.
54-60 46th Street
Maspeth, NY 11378
212/361-0808

Myrtle Desk Co.
P.O. Box 2490
High Point, NC 27261
919/885-4021

Nello Systems Co., Inc.
7079 Brookdale Dr.
Baltimore, MD 21227
301/796-3750

Nelson-Adams Co.
Acoustical Screen Div.
1872 Rollins Rd.
Burlingame, CA 94010
415/589-3787

Neo-Ray Products, Inc.
537 Johnson Ave.
Brooklyn, NY 11237
212/456-7400

Nevins Worldwide, Inc.
4342 W. 12 St.
Houston, TX 77055
713/681-4274

Nichols-Homeshield Inc.
3755 E. Main St.
St. Charles, IL 60174
312/377-7900

Nightingale Inds., Ltd.
354 Wellington St. W.
Toronto, Ont. M5V 1E2
416/593-2501

W.F. Norman Corp.
P.O. Box 323
Nevada, MO 64772
800/641-4038

Nucraft Furniture Co.
1615 Eastern Ave.
Grand Rapids, MI 49507
616/241-1605

Glen O'Brien Partition Co.
5301 E. 59 St.
Kansas City, MO 64130
800/821-3595

Omni International Inc.
12 St. S.W.
Vernon, AL 35592
800/692-6664

Open Office Products, Inc.
3031 N. 31 Ave.
Phoenix, AZ 85017
602/272-6773

Optimum Management Inc.
1370 Sargent Ave.
Winnipeg, Man.
204/772-0333

Owens-Corning Fiberglas Corp.
Fiberglas Tower
Toledo, OH 43659
416/248-8000

Packard Inds. Inc.
1515 US 31 N.
Niles, MI 49120
800/253-0866

Panel Concepts Inc.
3001 S. Yale St., P.O. Box C-11953
Santa Ana, CA 92711
714/979-3680

Park Sherman
465 Eagle Rock Ave.
Roseland, NJ 07068
201/228-3600

Parker Interior Plantscape
1325 Terrill Rd.
Scotch Plains, NJ 07076
201/322-5552

Patrick Carpet Mills
2937 Maria St.
Rancho Dominguez, CA 90221
213/636-0861

Peter Pepper Products Inc.
17929 S. Susana Rd.
Compton, CA 90221
213/979-0815

Philadelphia Carpets
616 E. Walnut Ave.
Dalton, GA 30720
404/278-3812

Plant Service Co.
134 W. 32 St.
New York, NY 10001
212/675/1200

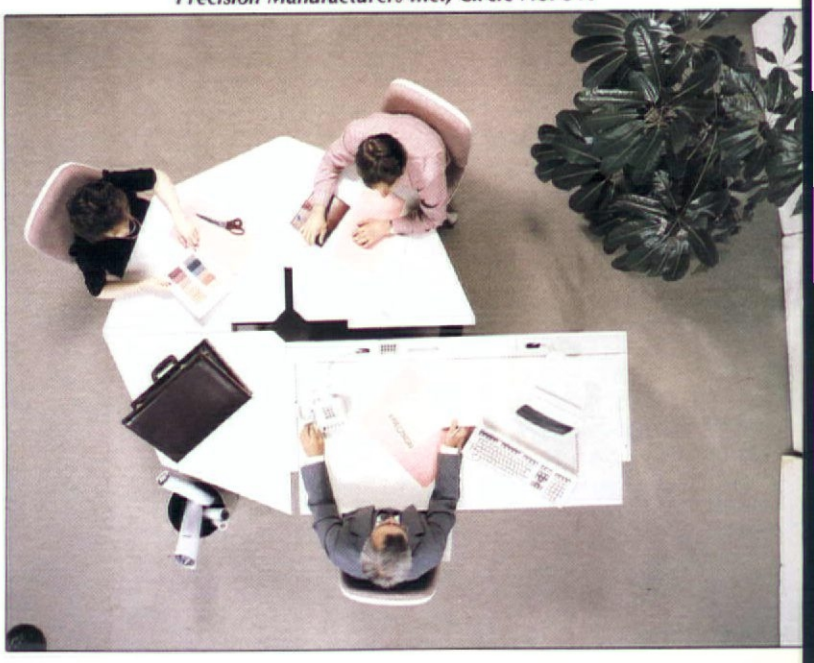
Pleion Corp.
1402 E. Chestnut Ave.
Santa Ana, CA 92701
714/835-9101

Polychromic Designs
P.O. Box 354
Bellmore, NY 11710
516/957-3399

Pouliot Designs Corp.
4700 Valley Industrial Blvd. S.
Shakopee, MN 55379
612/445-8600

Precision Mfg. Inc.
2200 52 Ave.
Montreal, Que. H8T 2Y6
514/631-2120

Precision Manufacturers Inc., Circle No. 340



OPEN PLAN Alphabetical List Of Firms



Eldon Office Products, Circle No. 310

Harvey Probber Inc.
315 E. 62 St.
New York, NY 10021
212/838-8040

Puccio Design International
232 E. 59 St.
New York, NY 10022
212/688-1351

RPI Designs
7079 Peck Rd.
Marlette, MI 48453
517/635-3191

Rainbow Lamp Corp.
11541 Bradley Ave.
San Fernando, CA 91340
818/365-0811

Ram Partitions
Div. Indal Ltd.
125 Oakdale Rd.
Downsview, Ont. M3M 1W2
416/745-2244

Reff Inc.
1000 Arrow Rd.
Weston, Ont. M9M 2Y7
416/741-5453

Reloc
Box A
Conyers, GA 30207
404/922-9000

Ron Rezek Lighting & Furniture
5522 Venice Blvd.
Los Angeles, CA 90019
213/931-2488

Robert Charles Inc.
Frenchtown-Milford Rd., P.O. Box 185
Milford, NJ 08848
201/996-6998

H.H. Robertson Co.
400 Holiday Dr.
Pittsburgh, PA 15220
412/928-7519

Rockaway Metal Products Corp.
175 Roger Ave.
Inwood, NY 11696
800/645-2214

Edward Axel Roffman Assoc., Inc.
430 E. 59 St.
New York, NY 10022
212/753-4252

Rose Johnson Inc.
1111 Godfrey Ave. S.W.
Grand Rapids, MI 49503
616/246-0246

Rose Manufacturing Co.
1600 Marshall S.E.
Grand Rapids, MI 49507
616/241-2451

Rosemount Office Systems, Inc.
Box D/Airlake Industrial Park
Lakeville, MN 55044
612/469-4416

Rotocast Plastic Products, Inc.
3645 N.W. 67 St.
Miami, FL 33147
800/327-5062

Roxter Mfg. Corp.
10-11 40 Ave.
Long Island City, NY 11101
212/392-5060

Rudd International Corp.
1066 31 St. N.W.
Washington, D.C. 20007
202/333-5600

SPI Lighting
Halo Lighting Div., McGraw Edison Co.
7601 Durand Ave., P.O. Box 1205
Racine, WI 53405
414/554-8001

Scandiline Inds., Inc.
1217 Artesia Blvd.
Compton, CA 90220
213/537-6411

Sealtex Co.
5906 Grand Haven Rd.
Muskegon, MI 49441
800/221-0895

Shaw-Walker Co.
P.O. Box 209
Muskegon, MI 49443
616/722-7211

Shogun International Corp.
22 W. Ontario
Chicago, IL 60610
312/828-0090

Sitecraft by Rosenwach, Inc.
40-25 Crescent St.
Long Island City, NY 11101
800/221-1448

Six-One Distributors Inc.
400 Oser Ave.
Hauppauge, NY 11788
516/273-9076

Smokador
470 W. First Ave.
Roselle, NJ 07203
201/241-5300

Sonotrol
Div. Armstrong World Inds. Canada Ltd.
185 Carlingview Dr.
Rexdale, Ont. M9W 5E8
416/675-2185

Sound-Ab-Sorb by Regency Fabrics
66-26 Metropolitan Ave.
Middle Village, NY 11379
800/221-3510

Sound Industries
15 Woodcrest Dr., P.O. Box 96
N. Andover, MA 01845
617/685-3521

Spec'built
(Specification Built Corp.)
105 Amor Ave.
Carlstadt, NJ 07072
201/438-1864

Spectrums of Light
2628 Washington Blvd.
St. Louis, MO 63103
314/533-0002

Square D. Co.
5735 College Corner Rd.
Oxford, OH 45056
513/523-4171

Steelcase Inc.
901 44 St. S.E.
Grand Rapids, MI 49508
616/247-2710

Sterner Lighting Systems, Inc.
351 Lewis Ave.
Winsted, MN 55395
612/485-2141

Storagewall
105 Greenbay Rd.
Lake Bluff, IL 60044
312/295-1860

Stow/Davis Furniture Co.
25 Summer Ave.
Grand Rapids, MI 49504
616/456-9681

Stratton Inds., Inc.
779 S. Erwin St.
Cartersville, GA 30120
404/382-9350

Structural Concepts Corp.
17237 Van Wagoner Rd.
Spring Lake, MI 49456
616/846-3300

Supreme Aluminum Inds., Ltd.
3600 Danforth Ave.
Scarborough, Ont. M1N 2E6
416/691-2141

Swivelier
33 Rte. 304
Nanuet, NY 10954
914/623-3471

TSAO Designs Inc.
31 Grove St.
New Canaan, CT 06840
203/966-9559

Tab Products
1400 Page Mill Rd.
Palo Alto, CA 94304
415/852-2400

Tate Architectural Products Inc.
7510 Montevideo Rd.
Jessup, MD 20794
301/799-4200

Techniques in Wood
P.O. Box 594
Rochester, NY 14602
800/828-5880

Tectum Inc.
105 S. 6 St.
Newark, OH 43055
615/343-9691

Teknion Furniture Systems, Inc.
607 Canarctic Dr.
Downsview, Ont. M3J 2P9
416/661-3370

Teledyne Big Beam
P.O. Box 518
Crystal Lake, IL 60014
815/459-6100

Terristris
409 E. 60 St.
New York, NY 10022
212/758-8181

Thunder & Light
147 41st Street
Brooklyn, NY 11232
216/499-3777

Tibbet, Inc
155 S. Superior St.
Toledo, OH 43602
419/244-9558

Shogun International, Circle No. 350



Timbercraft, Inc.
7569 Woodman Pl.
Van Nuys, 91405
818/988-2174

Topsider
Div. of Inn/Plant, Inc.
2312 Central Ave.
Middletown, OH 45042
513/423-2387

Tradex Corp.
10875 Chicago Dr.
Zeeland, MI 49464
616/772-1630

Transwall Corp.
143 Pennsylvania Ave.
Malvern, PA 19355
215/647-3040

Trendway Corp.
13467 Quincy
Holland, MI 49423
616/399-3900

UniDynamics/Dyrotech
104 N. Chicago St.
Joliet, IL 60431
815/727-5000

Unistrut Interior Building Systems
Div. GTE
1821 Bedford Ave.
N. Kansas City, MO 64116
800/821-5845

Universal Building Systems, Inc.
2270 N. First St.
San Jose, CA 95131
408/946-5445

Vaughan Walls, Inc.
P.O. Box 68518
Indianapolis, IN 46268
317/299-0700

Virginia Metal Industries Inc.
P.O. Box 709
Orange, VA 22960
703/672-2800

Vogel-Peterson Co.
Rte 83 & Madison St.
Elmhurst, IL 60126
312/279-7123

Vogue Interior Partition Systems
1494 Gladding Ct.
Milpitas, CA 95035
408/946-8514

Walker Systems, Inc.
534 S. 21 Ave. E.
Duluth, MN 55812
218/728-4434

Watson Furniture Systems
12715 Miller Rd. N.E.
Bainbridge Island, WA 98110
206/842-6601

Westinghouse Furniture Systems
4300 36 St.
Grand Rapids, MI 49508
616/949-1050

The Wiremold Co.
Woodlawn St.
West Hartford, CT 06110
203/233-6251

Wright Line Inc.
160 Gold Star Blvd.
Worcester, MA 01606
617/852-4300

Jim Wylie & Co.
3410 Century Circle
Irving, TX 75062
214/438-5050

Xception Design Ltd.
2875 Industrial Blvd.
Laval, Que. H7L 3V8
514/668-0710

Armstrong World Industries, Circle No. 347



THE MOST EFFECTIVE INTEROFFICE COMMUNICATION YOU CAN DESIGN.

Photography. It is hard to imagine another interior design medium that can say so much so well and for so little. Or one that has the visual impact, the flexibility, or the affordability of photographs. Possibly no other artform is so sophisticated, yet so easily understood. So distinctive, yet so readily reproducible.

Photography can communicate corporate concerns, interpret the corporate identity, or treat the company's products or its raw materials as subjects of art, which is what it does at National Gypsum Company's headquarters in Dallas.

There, 42 color prints, ranging in size up to 40 x 60 inches, have been installed in locations from the boardroom to hallways and executive offices.



To employees and visitors, the photographs of gypsum, rock, glass, cement, and other materials present a composite portrait of National Gypsum as an integrated, diversified manufacturer and supplier of quality products for the building, construction, and shelter markets.

Prints like these, made on Kodak Ektacolor paper (or rear-lit transparencies on Kodak Duratrans display material) offer you an unparalleled opportunity to exercise your creativity. To meet client specifications and exceed client expectations.

Begin by contacting a professional color laboratory that displays this sign. Or write for a free directory of labs offering visual marketing products and services to Eastman Kodak Company, Department 412L-228, Rochester, NY 14650.



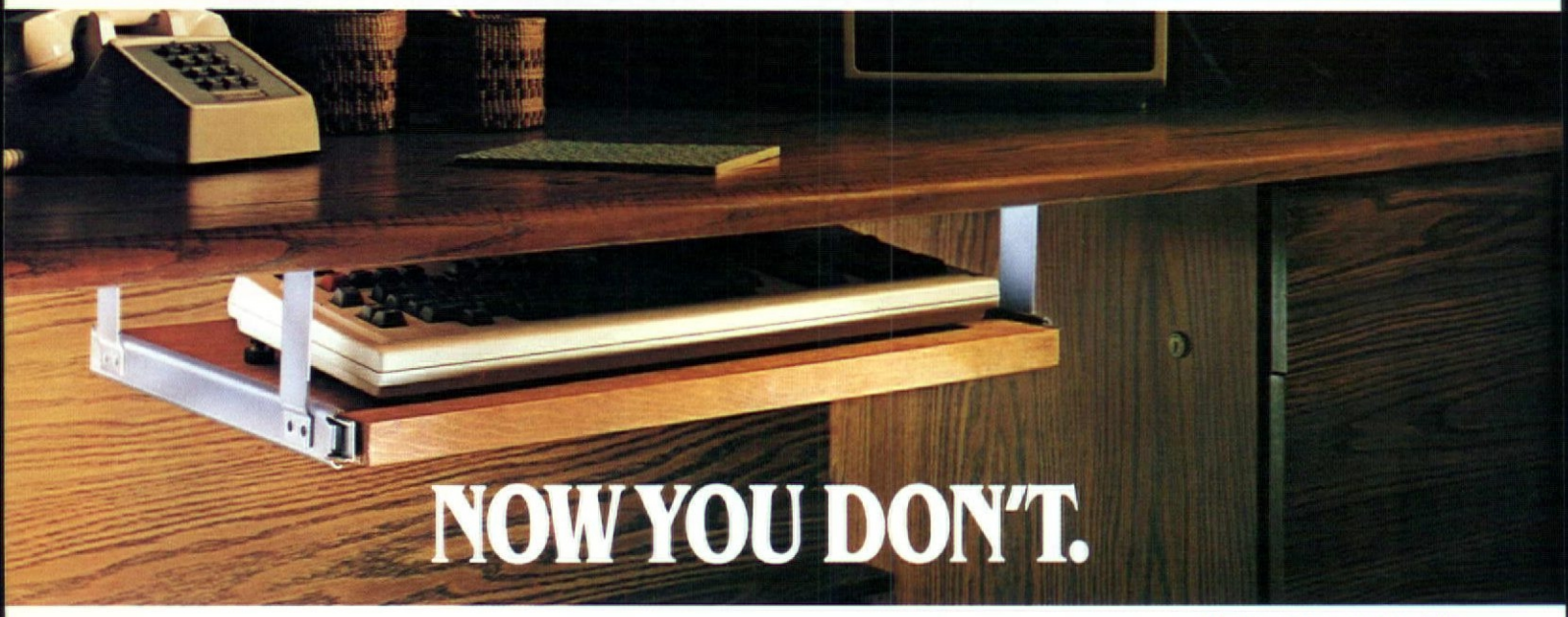


© Eastman Kodak Company, 1984



Client: National Gypsum Company, Dallas, Tex.
Architect & interior designer: Hellmuth, Obata & Kassabaum Inc., St. Louis, Mo.
Professional color laboratory: Berkey K&L, New York, N.Y.
Design Medium: Kodak Ektacolor paper





Shown above: Model #526

Grant has four new Velvet Touch® slides expressly designed for computer keyboards.

Grant sets the pace with four Velvet Touch® slides for computer keyboards. Each provides smooth, effortless sliding action, dependable support and many additional significant features.

524—Open position detent
524LO—Open position lockout

Side mounted, supports up to 75 lbs., precision ball bearing motion, "friction" disconnect, minimum deflection, cushioned stops.

526—Open position detent
526LO—Open position lockout

Center drawer slide, supports up to 75 lbs., contains same features as 524 plus special mounting brackets to accommodate keyboard height. It mounts to underside of work surface.

Grant slides are the very best for computer keyboards.

Let us tell you more.



GRANT

GRANT HARDWARE COMPANY
A Division of Grant Industries, Incorporated
High Street
West Nyack, NY 10994-0600
(914) 358-4400

Circle 23 on reader service card



Changing the nature of space management.

"Today, as we construct a new info-sphere for a Third Wave civilization, we are imparting to the 'dead' environment around us not life, but intelligence."

Alvin Toffler
— The Third Wave



Your success as a manager in today's information-intensive Third Wave environment depends upon how quickly you and your organization respond to changes in the marketplace, in technology and in organization structure. Information flow is key to your fast response and improved productivity.

Rosemount's Private Spaces® system offers you a uniquely flexible space management system with self-contained power and communications raceways that change with each panel adjustment. A separate power raceway in the top of the panel has directional connections to prevent wiring errors when powering panels from multiple sources. A communications raceway in the panel base can hold up to fourteen 25-pair phone cables or intercom, word processing and data cables.

There are no restrictions on panel placement. You can rearrange task group clusters or departments in any way you choose—and power and communications move with the change. The system is so simple, your own personnel can rearrange panels without dismantling panels or calling in specialized outside technicians.

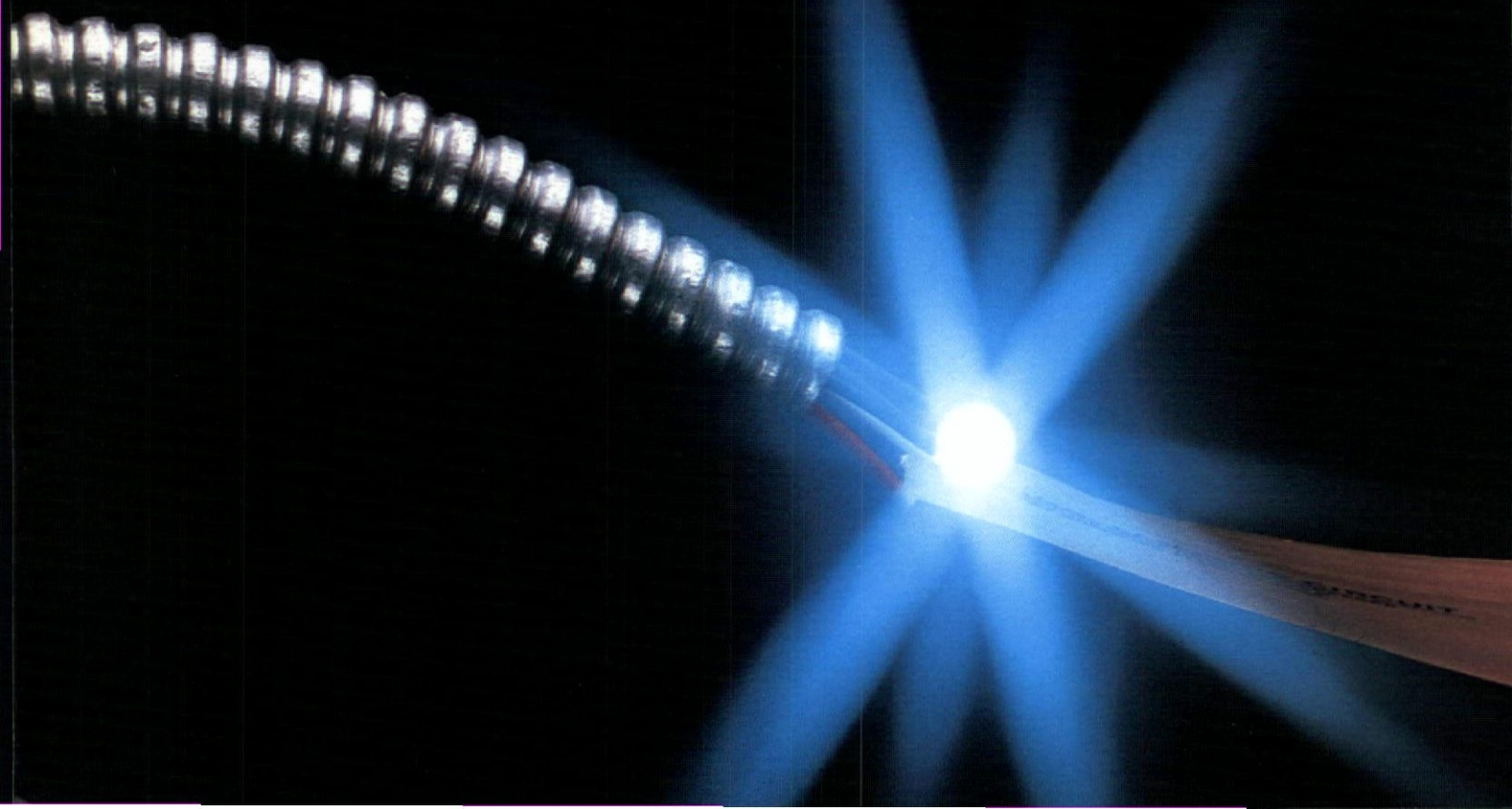
For more information about Rosemount's Private Spaces systems and a free copy of our brochure, "The changing nature of management", write or call us today.

Rosemount®
Office Systems, Inc.
A subsidiary of Emerson Electric
Airlake Industrial Park
Lakeville, MN 55044
(612) 469-4416

Circle 62 on reader service card

Can existing wiring be easily changed to VERSA-TRAK™ undercarpet wiring systems? You Bet!

Introducing the VERSA-TRAK® System Power Transition Assembly Packages. From in-floor round wire to undercarpet wiring... quickly and easily.

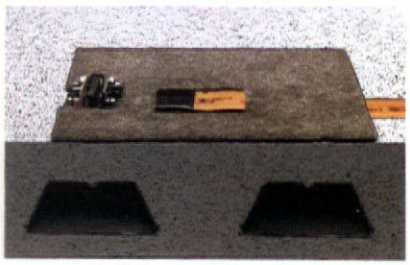


Why convert to VERSA-TRAK® Systems?

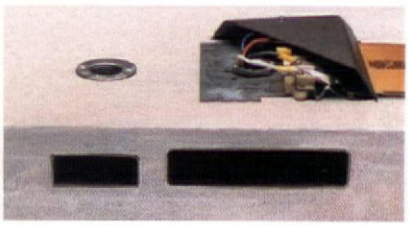
...Versatility and flexibility. The VERSA-TRAK® Undercarpet Wiring System (for power, telephone, and data) can provide you with office layout flexibility not possible with round wire systems. Moves and rearrangements can be made fast, easy and with virtually no disruption to a productive office. Re-wiring costs are far lower. Structural integrity of your building is retained. Turnaround times are faster. Accessibility is easy...Aesthetics maybe enhanced (open office layouts are easier to develop)...

Minimum effort. Maximum results.

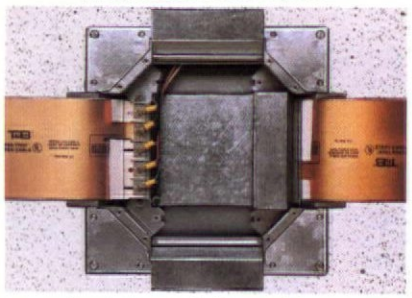
Thomas & Betts has developed transition kits to make your conversions fast, easy and convenient ...from cellular and conventional in-slab ducts and conduit, to poke-thru's and modular electrical wall panel transitions.



Cellular duct transitions.



In-slab duct transitions.



In-slab conduit transitions.



Poke-thru transitions.



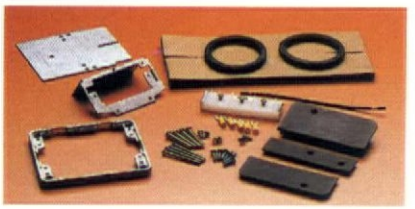
Modular electrical wall panel transitions.

Easy power distribution conversions...use up to 4 transition blocks in any combination of 3, 4 or 5 conductor cables. Feed thru in any or all directions. Flush-mounted floor transition box provides flexible means of distributing power, telephone and data.

All kit components are designed to free up more time and more people for other jobs, and are on-site installable: no special tools, no calling, no delays, no waiting and no mistakes.

Time to change!

The VERSA-TRAK® Undercarpet Wiring System is being specified in thousands of applications throughout the world–new construction, renovations and retrofits. Safety and reliability are designed in. These new Transition Kits make it even easier to use the VERSA-TRAK® Systems. For field proven performance, local application and installation assistance and one-source component supply...make the switch to VERSA-TRAK® Systems now. Contact your nearest VERSA-TRAK® System distributor today. Or call or write Thomas & Betts Corporation, 920 Route 202, Raritan, NJ 08869; 201-685-1600.



VERSA-TRAK® System Robertson Cellular Duct Transition Kit.

UL, CSA Approved

T&B
CONSTRUCTION AND INDUSTRIAL DIVISION

The VERSA-TRAK® System... The Right Product. From Thomas & Betts.

Circle 81 on reader service card

MINERAL FIBER BOARD

MICORE™

New lightweight board works harder and smarter for less!

MICORE board from U.S.G. is the new mineral fiber board with more of everything except weight. Designers like its versatility and function. Manufacturers favor MICORE board for its important 0-25 Flame Spread Rating (Class 1 or Class A) and economy. Customers are attracted by the elegant end results achieved with this superb product. You'll find MICORE industrial board as workable as wood, with a flame spread rating most wood products can't match. Cutting and machining moves along smoothly and it's easily laminated. Used as a substrate, MICORE board provides a cost-effective replacement for rigid glass fiber batts and other mineral fiber boards.

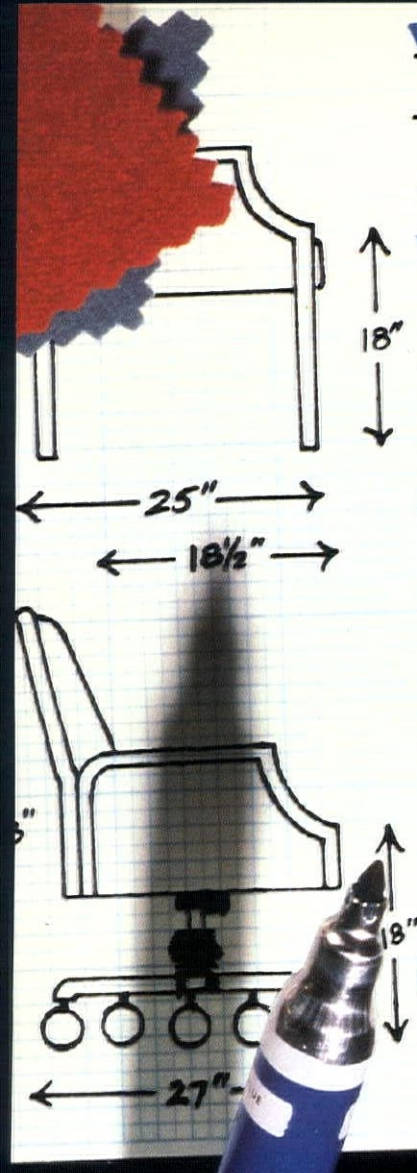
We'll custom-cut MICORE board to the size you specify—even perforate it for sound reduction to provide significant NRC rating assistance to an entire acoustical system. MICORE board is available in two densities in various sizes and thicknesses. Explore the many ways this unique product can serve you • Write to us for specifics at 101 S. Wacker Dr., Chicago, IL 60606, Dept. C 784



Panel system courtesy of Shaw-Walker.

WOOD FIBER PRODUCTS DIVISION
UNITED STATES GYPSUM
BUILDING AMERICA

Circle 34 on reader service card



✓NEED 250 CUSTOM DESIGNED UNITS
_TRADITIONAL AND CONTEMPORARY DESKS & CHAIRS
_REPRODUCE 2 ANTIQUE GUEST CHAIRS
✓CLIENT REQUESTED TO SEE DESK CHAIR BEFORE BUYING
_ARE UNITS IN STOCK – NEED TO KNOW NOW
_CLIENT NEEDS DAILY/WEEKLY PROGRESS REPORTS
_CONTAINER TO EUROPE MUST LEAVE BY AUGUST 5
_FIND SOMEONE TO RECEIVE, CONSOLIDATE & INSTALL

WHO ON EARTH CAN DO ALL THIS?!

South East / CONTRACT

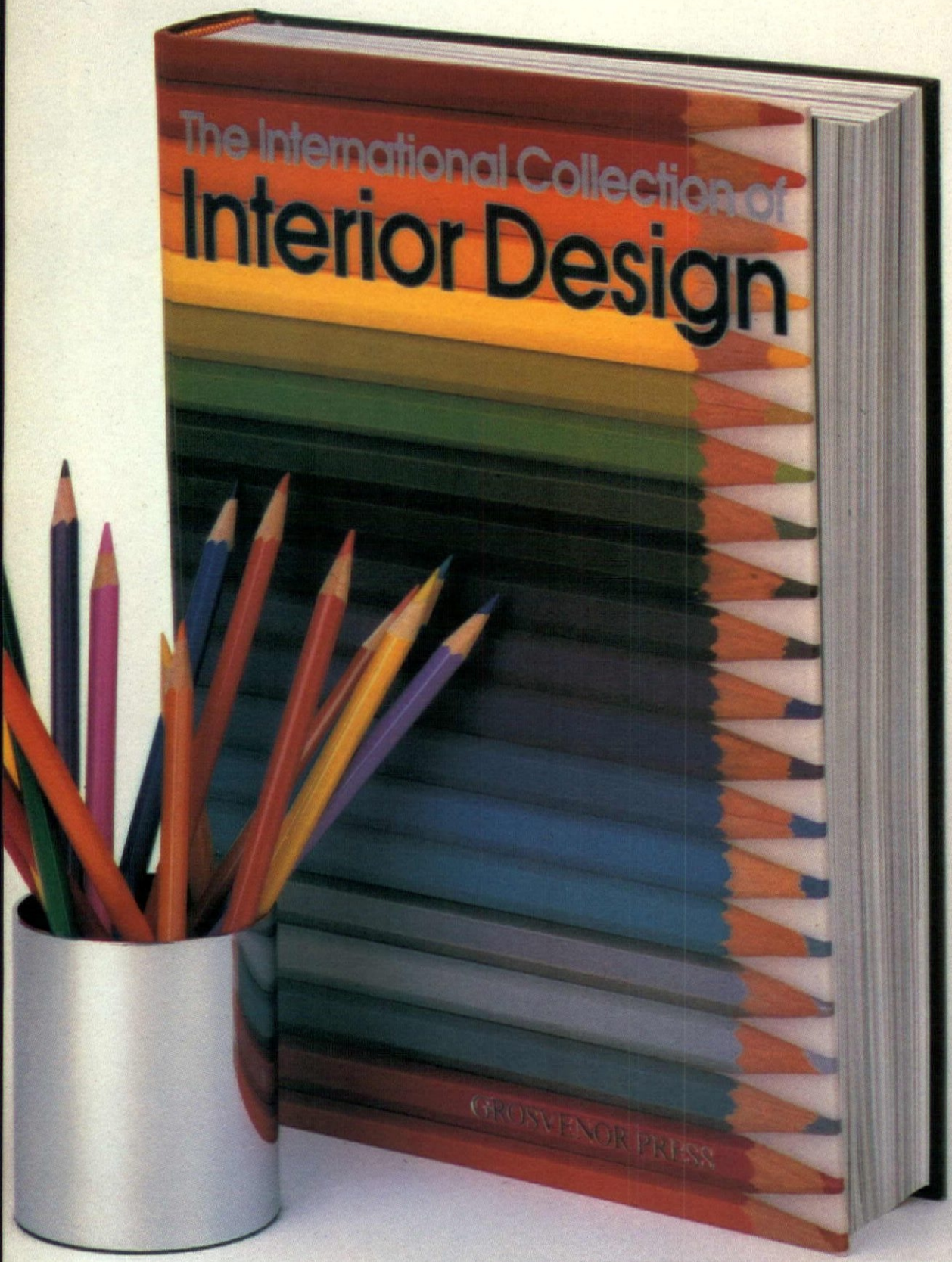
SOUTHEAST WHOLESALE FURNITURE COMPANY
P.O. Box 14104 • 764 Miami Circle, N.E. • Atlanta Georgia 30324
ADAC • 351 Peachtree Hills Ave. • Suite 521 • Atlanta, Georgia 30305
(404) 262-1002 • WATS: 1-800-241-3404/Georgia: 1-800-282-6662

To The Trade Only

IF

Circle 43 on reader service card

Tool of the trade.



Keeping abreast of the industry distinguishes the professional designer and architect.

The International Collection of Interior Design features all that's new, different and influential on the international design scene. This beautiful 8½" x 11½" annual contains 777 color pages of the art, education and philosophy of the business, plus hundreds of resources.

Edited by Erica Brown, with contributions by David Hicks, Joe D'Urso, Angelo Donghia, Alberto Pinto, David Mlinaric, Vico Magistretti and others.

Limited first printing special price, **$19.95**

Circle 63 on reader service card

Please send me____ copies at $19.95, plus $2.50 per book for postage and handling. New York residents add 8¼% sales tax ($1.65). Make checks payable to Grosvenor Press, 230 Park Avenue, New York, NY 10169. Please print:

Name _____ **Profession** _____

Address _____

City _____ **State** _____ **Zip** _____ **(C)**____

ANNOUNCING THE MOST PRESTIGIOUS PRODUCT DESIGN COMPETITION YOU CAN ENTER.

IBD PRESENTS

THE 1984 PRODUCT DESIGN COMPETITION



THE 1984 PRODUCT DESIGN COMPETITION

Sponsored by

IBD

Institute of Business Designers.

and

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

PURPOSE

To recognize outstanding innovation and exceptional design achievement in contract and commercial furnishings and related items of manufacturers and their product designers.

ENTRANTS

All manufacturers of contract commercial furnishings and related items introduced within the past year.

RECOGNITION

- Awards will be presented in New York City, planned to coincide with Designer's Saturday.
- *Contract* Magazine will feature the winners of the Product Design Competition in their November issue. The Grand Prize winner will be featured in color on the front cover.
- A bound reprint of the *Contract* Magazine coverage will be distributed to all members of the Institute of Business Designers.
- The Institute will publicize the Competition winners and the products in the National Office during NEOCON activities.
- An audiovisual presentation featuring the winning products will be circulated among the Institute's chapters and utilized in nationwide IBD programs.

RULES FOR ENTRY

1. Only products designed for contract use that have been offered for sale from September 1, 1983 are eligible. IBD and *Contract* will rely on the personal integrity of each *manufacturer to honor this rule*. Entries are not limited in number. *No entry may win more than one award and may not be entered in more than one category*. A designer or manufacturer may enter more than one entry.
2. IBD and *Contract* Magazine are not responsible for lost or damaged designs or kits submitted, either through fire, theft or any other cause, in transit or on location at our own or any other address where the designs and kits may be judged or exhibited.
3. IBD and *Contract* Magazine reserve the right to exhibit individually or collectively for the period of one year the award winning designs at their own or other addresses that may be included in a circulating exhibition tour.
4. Decisions by the judges are final. The judges reserve the right to determine the number of awards given and may choose not to award prizes in any given category.
5. Winning entries and kits become the property of the Institute of Business Designers and *Contract* Magazine.
6. Advertising and publicity on winning designs following the initial announcement of the award winners must be confined to and specifically refer to the winning design. No publicity is to be released by a manufacturer or designer of an award-winning product prior to October 12, 1984. *Failure to comply with this rule will immediately disqualify the winner.*
7. All advertising and publicity on winning designs must utilize the approved Product Competition image and include the year of the Competition.

Example: "1984 IBD Silver Medallion Winner."

8. Winners will be notified by the week of September 10, 1984.
9. The entry kit is designed to hold up to (8) 35mm slides and (2) 8" x 10" photos. Full color, large format transparencies must be available upon request.
10. Deadline for receipt of completed entry kits is 5:00 p.m., August 24, 1984.

Send To:
IBD
1155 Merchandise Mart
Chicago, Illinois 60654

11. Non-winning entry kits will be returned via United Parcel Service within 90 days. $35 check must be clipped to entry form.
(payable to IBD)

NOTE:
Deadline is two weeks earlier than last year.

CATEGORIES

1. DESKS & CREDENZA
2. CASEGOODS—Library, Health Education, Industrial Education and Hospitality, Medical, Hotel applications
3. TABLES
4. FILING SYSTEMS
5. SYSTEMS FURNITURE—Any furniture consisting of movable walls and interrelated components, freestanding room dividers and partitions
6. COMPUTER SUPPORT FURNITURE—Specific equipment used in conjunction with computer and word processing systems
7. CEILING SYSTEMS
8. FURNITURE INTEGRATED/TASK/AMBIENT LIGHTING
9. PORTABLE LAMPS
10. LIGHTING—All other including ceiling, recessed fixtures and public lighting
11. CHAIRS/SPECIAL SEATING—Individual seating designed specifically for office or conference room usage, multipurpose stacking, ganging, folding, hospital, geriatric, restaurant and special usage
12. LOUNGE FURNITURE—Includes reception, modular, series seating
13. UPHOLSTERY FABRICS—Any weight, natural, synthetic fabrics including vinyl and leather
14. OTHER FABRICS—Draperies, casement, collections of coordinated fabric groupings (any weight)
15. CARPETING AND RUGS—(including carpet tiles)
16. FLOORCOVERINGS—Hard surface flooring, resilient, ceramic tile, wood
17. SURFACING MATERIALS—Laminates, metals, plastics for vertical or horizontal surfaces
18. ACOUSTICAL MATERIALS AND TREATMENT
19. WALLCOVERINGS
20. DESK AND OFFICE ACCESSORIES
21. VISUAL COMMUNICATIONS AND SIGNAGE
22. NEW SPECIAL INNOVATIVE PRODUCT SOLUTION—(other items exhibiting unique application of products. Suitable for contract application)

REQUEST FOR ENTRY KIT

Forward to:
Institute of Business Designers
1155 Merchandise Mart
Chicago, Illinois 60654
312-467-1950

Category

Date product first introduced on market

Manufacturer

Address

City, State, ZIP

Name of individual submitting entry

Phone

THE ENTRY FEE MUST ACCOMPANY EACH KIT REQUEST

To enter this competition, send a check for $95 (IBD members) or $125 (non-members) to IBD National Office Headquarters, 1155 Merchandise Mart, Chicago, IL 60654 for an entry kit for each product submitted.

ENTRY DEADLINE: AUGUST 24, 1984

The kit is designed to hold photographs, 35mm slides and forms for product description. No presentation boards are required.

JUDGES

Gordon Sylvester
Partner
Henry Dreyfuss Associates
New York, New York

Dale Fahnstrom, IDSA
Associate Professor in Product Design and Chairman of the Institute of Design
Illinois Institute of Technology
Chicago, Illinois

James Guequierre
Associate
Skidmore, Owings & Merrill
New York, New York

Eugene M. Daniels, FIBD
National President
President, Counterpoint Inc.
Knoxville, Tennessee


Gordon Sylvester


Dale Fahnstrom


James Guequierre


Eugene M. Daniels

Lübke



Lübke is hard to pronounce but easy to use

Have you ever used Lübke models in a conference room, hotel, college, or restaurant? Then you integrated furniture from our vast collection into your design concept. Then you have ample proof of our superb woodworking, our fine tolerances and our beautiful, wear-resistant finishes. Then you and your client have felt the ergonomic support and the agreeable comfort which are inherent in all Lübke chairs and have experienced the fast and accurate delivery and the renowned Lübke service, as if our factories were situated just over the hill! If you haven't yet, why don't you try us? Just call Pieter Schat, our North American representative, or one of our reps, or write to us or, even better, come to see us in beautiful Westphalia, heartland of the German case goods industry!

We'll prove to you that we know what we are doing, after all, we've been doing it successfully for more than sixty years!

The chairs shown above are, from left to right, models no. 438/04, 438/15, 438/05. They are available in cherry wood or oak and can be stained in any color you desire.

Pieter Schat – Tel. (416) 769-0812
P.O.B. 202, Station M
Toronto, Ontario M6S 4T3, Canada

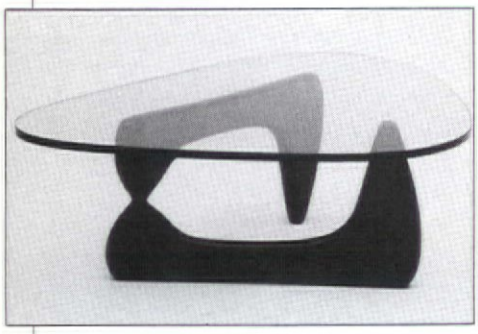
Lübke Möbelwerke GmbH & Co. KG
P.O.B. 1929
D-4840 Rheda-Wiedenbrück
Federal Republic of Germany

Circle 56 on reader service card

Tile appearance offered by sheet vinyl product

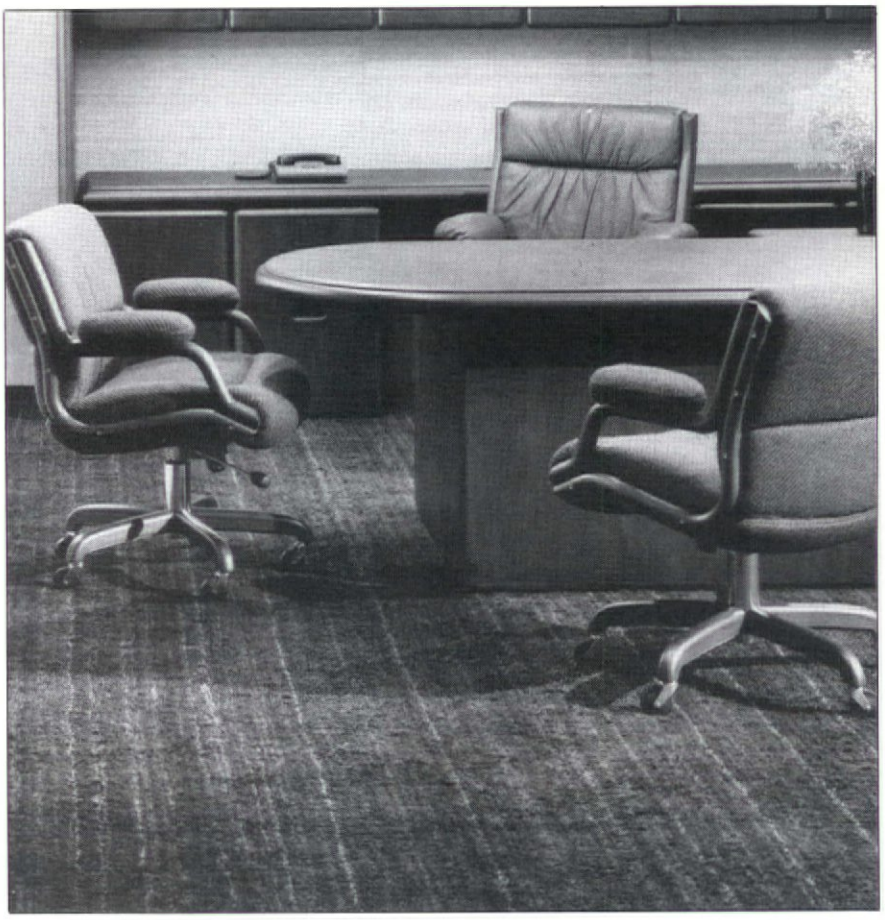


Tarkett—"Riverby," part of new Softred collection, offers specifiers the look of individual tiles in a sheet vinyl floor. No-wax, asbestos-free product comes in five colors in 12-ft. widths.
Circle No. 267.



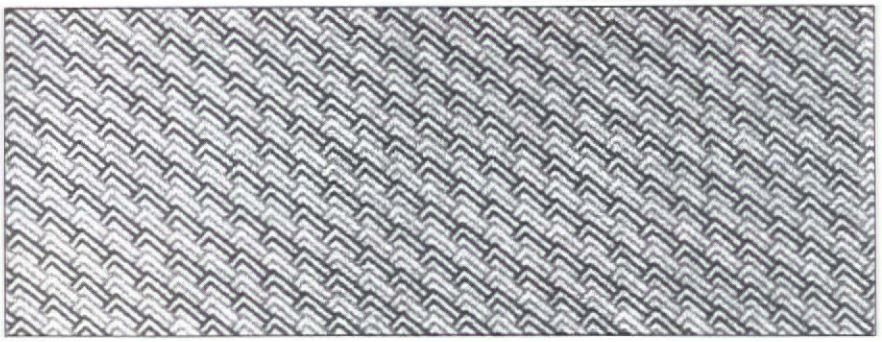
1950s & '60s designs re-emerge in today's marketplace

Herman Miller—Isamu Noguchi's organic coffee table, the artist's best-known work-of-art designed for mass production, is now available to the design community through the firm's dealer network. Out of production since 1973, it joins a series of 1950s and '60s furniture classics which is currently being revived.
Circle No. 269.



Credenza, conference table added to leather & wood furnishings line

CI Designs—Firm's Magic Office System in leather and wood now features a hi-rise credenza and conference table desk. Available in natural and stained oak, mahogany, walnut, and a variety of exotic woods, products may be specified with any of 11 standard or COM leather surfaces. Credenza affords users abundant storage space, a desk-height work area, task lighting, wire management, duplex outlet, and keyboard holder. Desk is easily converted for conference use by adding a front overhang and 2-in. cantilevered top. **Circle No. 270.**



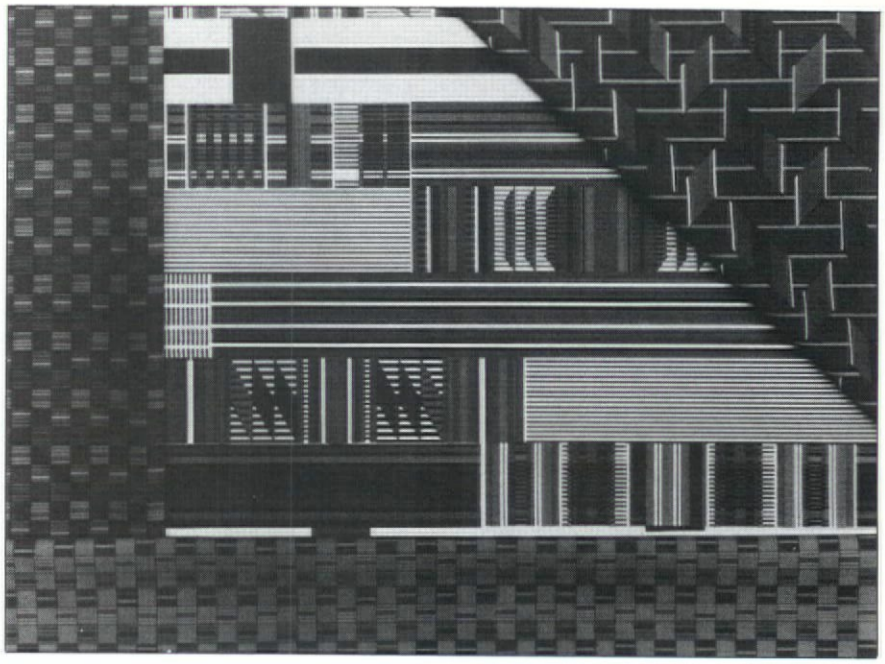
Carpet pattern has layered look

Kemos—Stratus Tweed, a newly styled carpet in diagonal, herringbone, and chevron patterns, has a layered look which adds interest to these classic design motifs. Carpet complements firm's stocked patterns program which features four patterns in 16 colors.
Circle No. 265.

Reduce heat loss 30 to 40 percent with window film

3M—New Scotchtint window insulation film is a clear polyester covering for interior window surfaces. Designed specifically for northern regions, product can cut heat loss through windows by 30-to-40 percent while transmitting 50 percent of visible light. **Circle No. 274.**





Fabrics incorporate styling motifs found in traditional African textiles

Lee Jofa—Appropriately named "Kente," an ancient Tulani word that means "intertwining," the firm's new textile collection expresses the styling vitality of traditional African cloths through an integrated pattern grouping. Printed on 100 percent cotton with spot-resistant finish, collection has 3 patterns. **Circle No. 273.**



Patent obtained for air-flow system that services up to 12 workstations

Structural Concepts—United States Patent No. 4378,727, "Datastation with Wire and Air Duct" was awarded to the firm's Personalized Air System designed for Datastation computer-support furniture. The self-contained air-flow system is capable of delivering fresh air to up to 12 workstations and dissipates heat build-up in electrified panels. System is concealed within a double wall of paneling located beneath the Datastation worksurface. **Circle No. 264.**



Mylar styles complete wallcoverings group

Wallco—Equus, a diagonal design accented by a tailored background stripe on a muted suede surface, is available in three new colors as a mylar product. Four colorways are offered in the vinyl line. Pre-trimmed, scrubbable, fabric-backed wallcoverings are offered with a variety of companion papers. **Circle No. 272.**



LOUVERDRAPE VINYL MIST PATTERN 21 / INTERIOR: SUE WILSON DESIGN



One of the 700 choices of LouverDrape® colors & textures

Among those 700 choices, LouverDrape® perforated vinyl louvers are perhaps the most unique. Unique, because a transparent quality is achieved by actually perforating the solid vinyl. Thousands of tiny holes are stamped into the louver creating these delicate patterns. From across the room, Vinyl Mist® patterns give the illusion of lace, while retaining the practicality and energy efficiency of solid vinyl.

It's hard to believe the beauty of Vinyl Mist® until it's installed. Even though the louvers remain 87% to 93% solid, the view through the closed louvers is amazingly clear. And you can enjoy that view while the room is protected from glare, sun and solar heat. In fact, Oyster Beige Vinyl Mist® louvers reflect as much as 65% of the solar radiation striking the window.

LouverDrape® Vinyl Mist® — a strikingly beautiful, reasonably priced, low maintenance window treatment. Protect your furniture and carpet from the sun without giving up that beautiful view.

ALWAYS INSIST ON

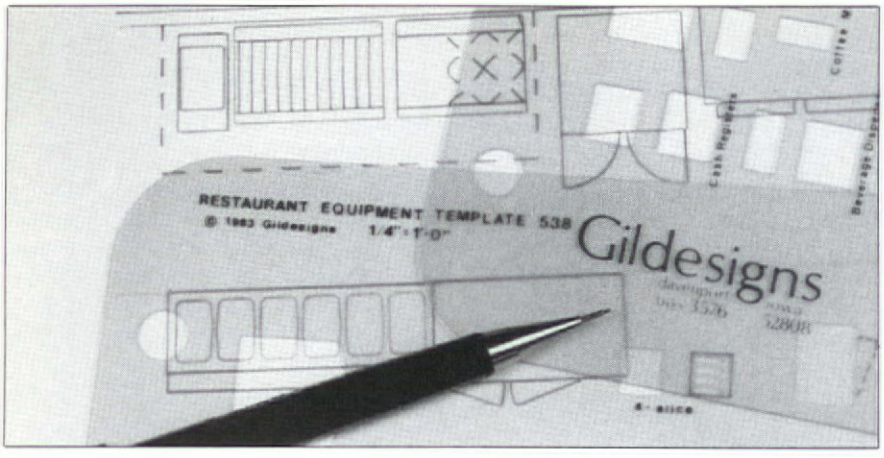


LouverDrape®

SEND FOR OUR FREE 36 PAGE FULL-COLOR BROCHURE

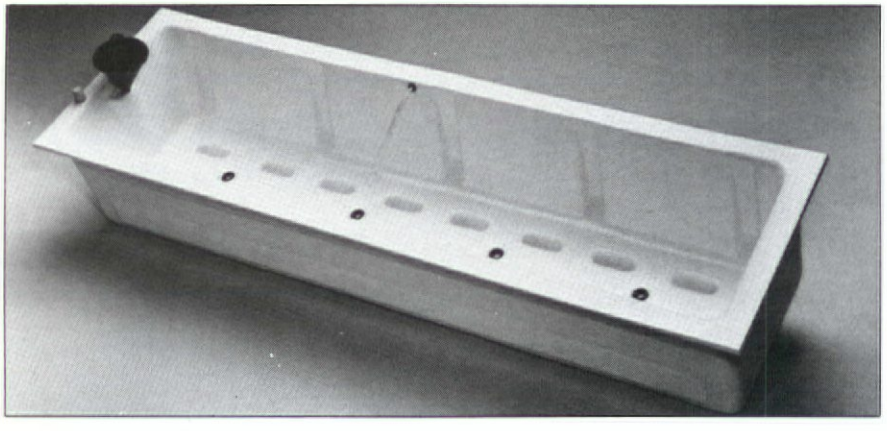
LOUVERDRAPE, INC.
1100 COLORADO AVE., DEPT CM7
SANTA MONICA, CA 90401

Circle 57 on reader service card



Kitchen floorplans expedited with equipment templates

Gildesigns—Foodservice kitchen floorplans can now be generated quickly and efficiently with the use of a new set of restaurant equipment templates from this firm. Each of the set's three templates are scaled at a quarter of an inch and include cut-offs for all standard restaurant, hotel, and hospital kitchen equipment. A built-in spacing guide assures fast, accurate layout of most commercial appliances. Templates are made of heavy plastic which will not crack or curl.
Circle No. 266.



Self-controlled plant watering system now offered in more sizes

Planter Technology—A new, 53- by 15- by 9-in. version of firm's rectangular self-controlled plant watering system was recently introduced. Product eliminates need for drainage systems and can be used with recessed receptacles, countersunk, or flush-mounted on walls or floors.
Circle No. 263.

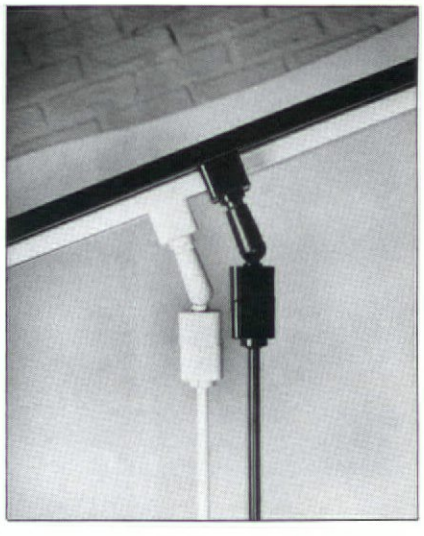
Adaptor unit eases installation of track lighting in sloped ceilings

Halo Lighting—This division of the McGraw-Edison Co. has introduced a new adaptor which eases installation of track lighting in sloped ceilings. Adaptor attaches to extension wands which are offered in three lengths and is designed to bring light closer to the object being illuminated. One end of the adaptor fits into the ceiling track, while the other fits into the wand. The lampholder is then attached to the bottom of the wand which permits alignment of lighting fixtures.
Circle No. 262.



Cut wallcovering cost, add durability with spray-on coating

Systems Distributors—A new spray-on seamless vinyl wallcoating that replaces conventional wallcoverings at less than half the cost and lasts three times as long, according to the manufacturer, has been introduced. Called Polomyx™, product is designed to match the appearance and texture of vinyl wallcovering. It is easily applied by a trained contractor, and sprays on to provide a seamless, textured surface that is easily maintained and long-lasting. Class 1 fire-rated product can be custom-mixed to an unlimited number of colorations, and can be spot-patched. **Circle No. 268.**



"This Conference is the best single resource for facilities design and management computerization. A must for anyone in the field."

—James Ponder, AIA, USF&G Insurance,
Facilities Planning & Design Division, Baltimore, MD

If you're in the process of selecting a computer for your organization, upgrading your current system or discovering how to use computers for facilities management and design—Find the information you need to make the right decisions at the sixth annual

COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE

Co-sponsored by Gralla Publications' *Contract* and *Facilities Design & Management* Magazines

November 12-13, 1984 • Omni Park Central • New York City

- **Find out how others solve problems you face on-the-job at your choice of seminars and roundtables.** You'll have an opportunity to tailor your own educational program to meet your needs. Choose from a wide range of sessions focusing on current technology capabilities, the state-of-the-art and more.

- **Take a first-hand look at computer systems in action.** The foremost suppliers in the country will be at the Conference to demonstrate their equipment, explain capabilities and costs, and discuss your needs one-to-one.

☐ Please register me to attend the COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE, November 12-13, 1984, in New York City at the Omni Park Central (formerly The New York Sheraton, Seventh Avenue at 56th Street).
☐ Enclosed is my registration fee of $495 (payable to Gralla Conferences)
☐ Please bill my company

Please send me additional information on the Conference; I am interested in ☐ attending; ☐ exhibiting.

Return this coupon to Barbara Dales, Registration Supervisor, Gralla Conferences, 1515 Broadway, New York, NY 10036, 212-869-1300.

Name_____ Title_____

Company_____

Address_____

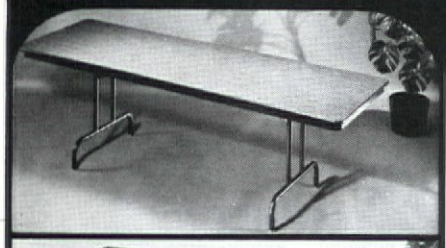
City_____ State_____ Zip_____

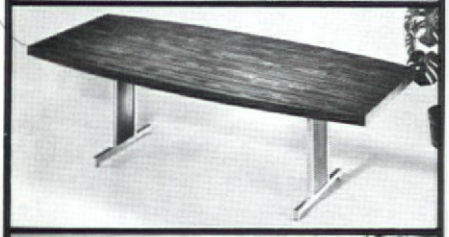
Telephone ( )_____

Circle 83 on reader service card

Circle 66 on reader service card

AMTAB
FOLDING TABLES
QUALITY • SERVICE • DESIGN







DESIGN
DURABILITY
DELIVERY

- Folding Tables in styles and sizes for every need
- Conference tables

AMTAB Tables are precision made of the finest quality materials, designed in a variety of finishes to complement any interior decor.

Also:
CHAIR AND TABLE TRUCKS

REQUEST NEW FULL COLOR CATALOG

AMTAB 1747 W. GRAND AVE. CHICAGO, ILL. 60622
MANUFACTURING Some Sales Territories Open

DEALERS & REPS —WANTED— YOUR CUSTOMERS ARE CALLING US NOW!



Model 005 Data Space

62" high; 5' wide x 3' deep

IMMEDIATE SHIPMENT
CALL COLLECT
313-847-6647

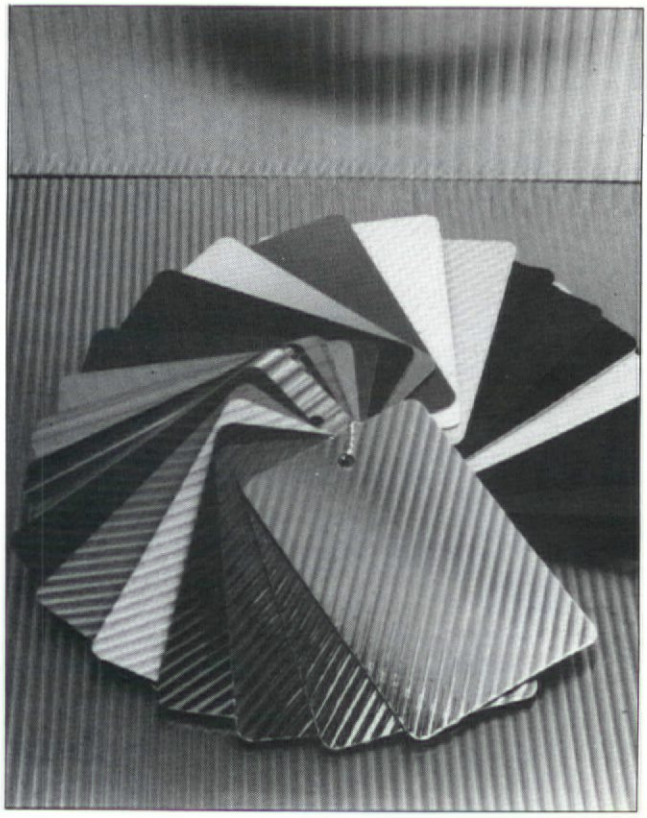
• Fast and *very* easy assembly • Wheat fabric "Tackable" panels • Light Oak high pressure Formica work surfaces • Powder-coated aluminum supports and frames • Task light, pedestal and pencil drawer • Its mobile, flexible design changes to future needs • Other colors and finishes available

drier

Div. Michigan Tube Swagers and Fabricators, Inc.
P.O. Box 2001, 1244 W. Dean Road Temperance, Michigan 48182

Circle 67 on reader service card

PRODUCTS & SERVICES



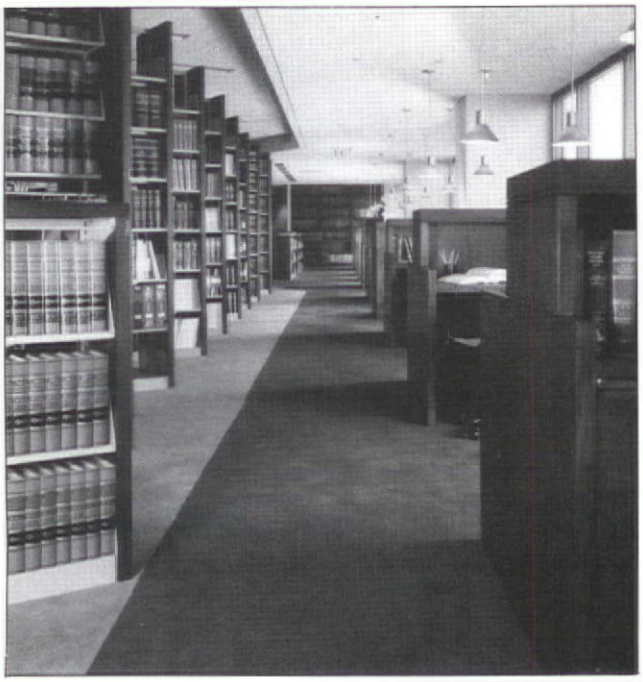
LAMINATE LINE FEATURES EMBOSSED SURFACES

"Starline" series of high-pressure laminates from **Advanced Technology Inc.** features embossed surfaces in a range of solid-color, high-gloss melamine sheets. **Circle No. 275.**



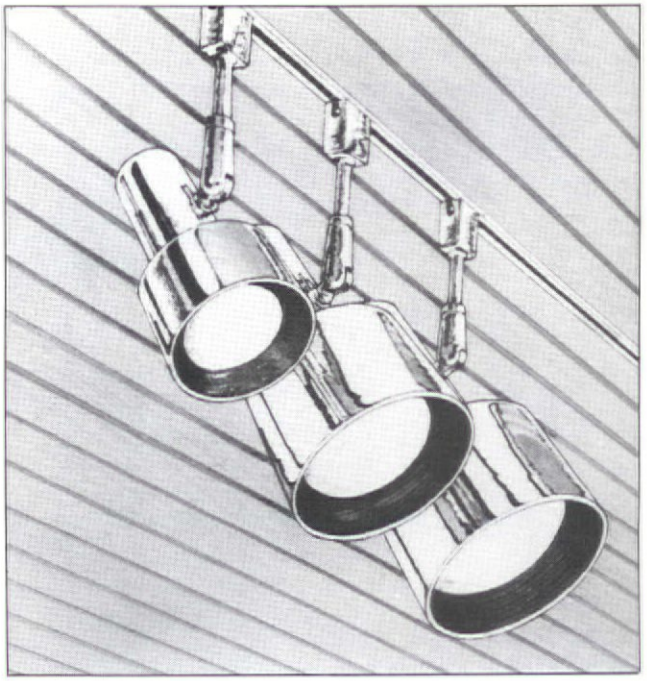
BEECH CHAIR OFFERED IN VARIOUS FINISHES

The "Andover" chair from **Stendig International** is crafted of solid beech and is available in a variety of finishes including natural matte, red or black glossy opaque, or black matte opaque. Seating upholstery is available in a wide range of fabrics and leathers. **Circle No. 253.**



CARPET ADHESIVE ACHIEVES SHARP DETAIL

"Monobond" spray adhesive and "Monoslab" carpet padding system for **Roberts Consolidated Industries** permit sharp seam detail during carpet installation. "Monoslab" is a sponge-rubber pad with jute scrim on both sides. **Circle No. 246.**



CEILING SYSTEM INTEGRATES TRACK LIGHTING

Levolor Lorentzen Inc. introduces "Slim Trac," a linear ceiling system with integrated track lighting. System also includes 18 fixtures in popular types and sizes, multiple lamp options, and a full line of accessories. **Circle No. 231.**

SEVEN NEW NATURAL SPRING® ADDED COLORS

CONTROLLED WATERING™ PLANTERS

PERFORMANCE BY DESIGN

DOVE GRAY, TAUPE, GUNMETAL, BURGUNDY, MAUVE, DEEP BLUE & CRANBERRY PLUS CUSTOM COLOR MATCH SERVICE

Have been added to our Industry Standard Earth Tone Colors:
IVORY, BUFF, TERRA COTTA, EARTH BROWN & SATIN BLACK in matte finish.

THE NEW COLORS* are Semi Gloss, Baked Finish and match or accent the colors produced by the major Office/Hotel Furnishings manufacturers.

- Standard Earth Tone colors usually shipped UPS in 24 hours A.R.O.
- New Colors and Custom Color Match usually shipped UPS in 1 to 3 weeks A.R.O.
- All colors available in 8", 11", 14" and 17" sizes

*Small upcharge applies

PLANTER TECHNOLOGY

MEMBER AIGA

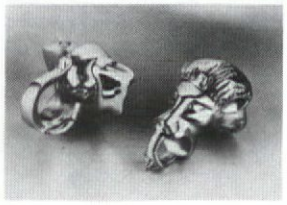
999 Independence Ave., F-11, Mountain View, CA 94043 • (415) 962-8982

Circle 68 on reader service card

Circle 69 on reader service card

SOLID BRASS RAILING AND COMPONENTS
A NEW PERSPECTIVE ON A TRADITIONAL LINE
WRITE FOR CATALOGUE & DETAIL

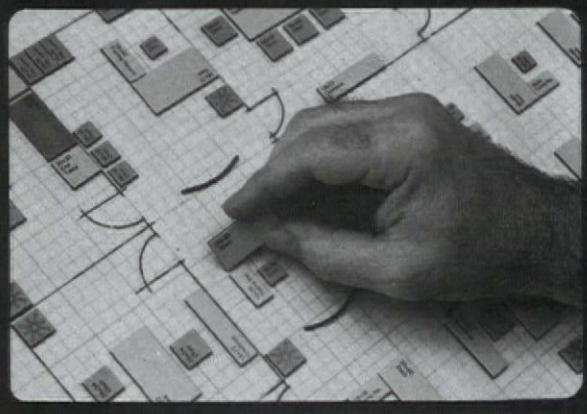




14600 LANARK ST.
VAN NUYS, CA. 91402-4965
TEL: (818) 786-4700

CONTRACTORS RAIL SYSTEMS COMPANY
A DIVISION OF THE UNUSUAL EMPORIUM, INC.

NEW Magnetic layouts for office planning



PROFESSIONAL LAYOUTS IN MINUTES

Here's a complete system of ¼" scale magnetic templets for all common office furniture & equipment—with a choice of small portable magnetic layout sheets or wall-mounted boards.

Make accurate layouts to scale quickly and neatly. Save time—avoid errors. Send for FREE CATALOG today.

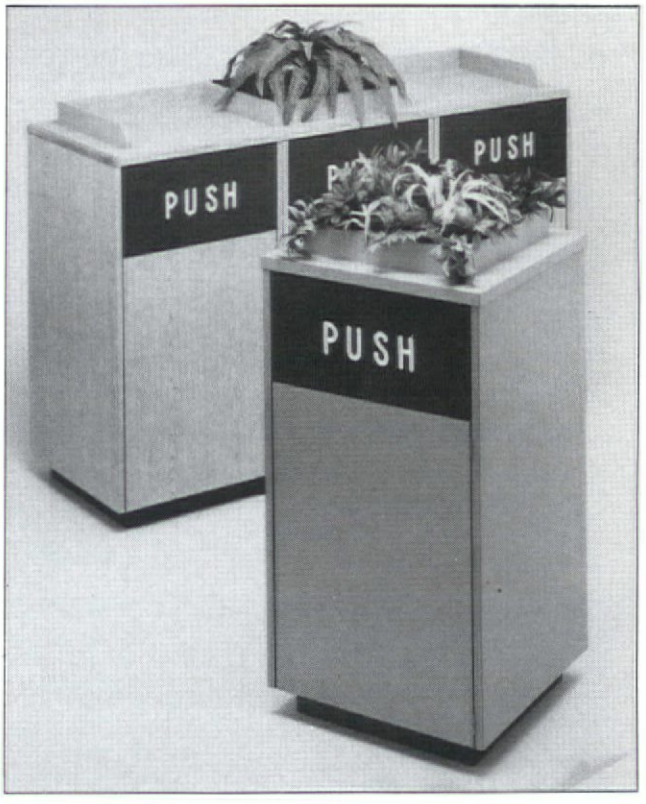
MAGNA VISUAL, INC.
1200 N. Rock Hill Rd., St. Louis, Mo. 63124
314-962-9804

Circle 70 on reader service card

PRODUCTS & SERVICES



FABRIC DESIGN ADOPTS GEOMETRIC MOTIF
"Watson Woven Texture," a yarn-dyed geometrically styled fabric from **Brunschwig & Fils,** is available in eight colorways including shades of gray and white, beige and white, and various multi-color combinations. **Circle No. 239.**

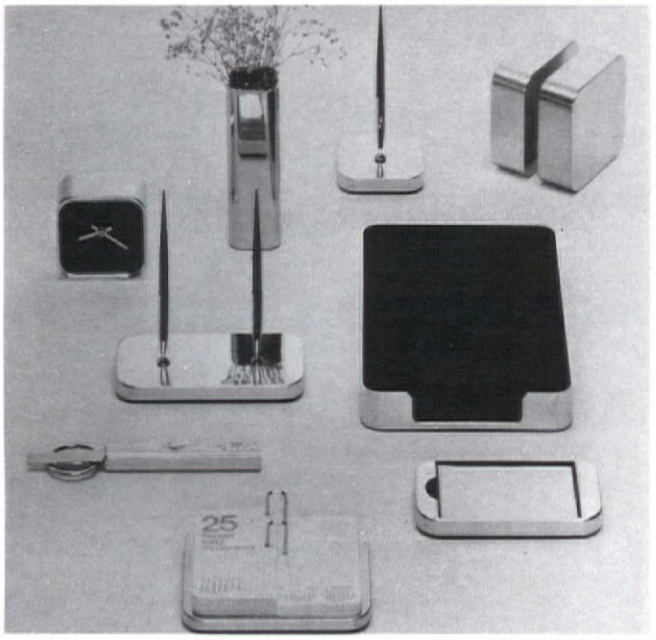


WASTE RECEPTACLES OFFERED IN THREE SIZES
Decorator waste receptacles from **Plymold Booths** are available in three sizes including a 35-gal. single, 70-gal. double, and 105-gal. triple. Exteriors are high-pressure plastic laminate, and each size features three components including 23-in.-square base, decorator countertop, and optional decorator railing. **Circle No. 241.**

Circle 86 on reader service card

"Quick Ship"

Shipped within 24 hours upon receipt of your order

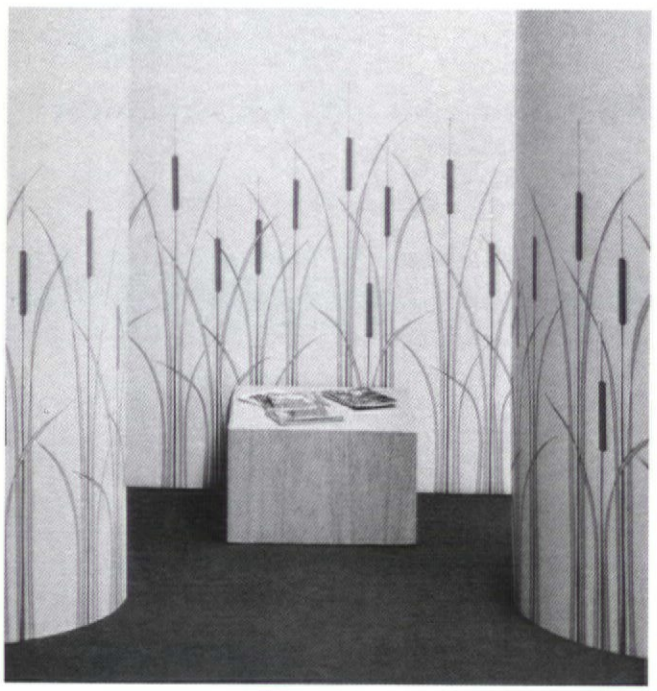


Fuller Contract Accessories

FULLER

10-16 44th Drive Long Island City, New York 11101 (212) 688-2243

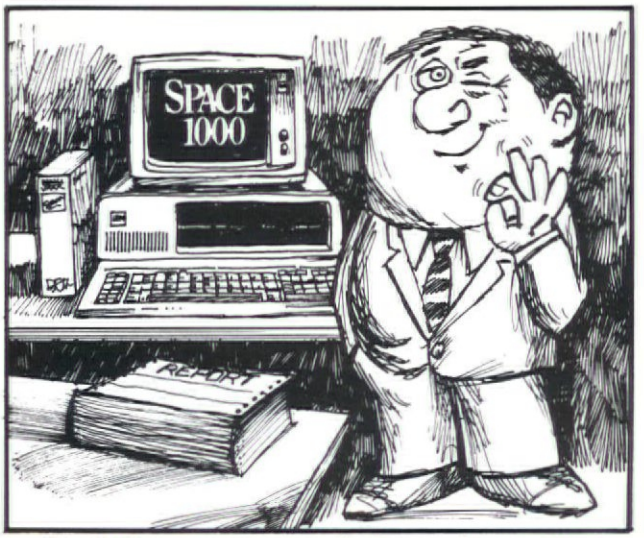
Dress Your Walls with Distinction
"designer panels"



Shown Above: "Cattails" Design Ht. 72" - All murals are produced on Class A approved vinyl.
Choose from a wide range of stock designs, or create your own image to add individual impact to any project.
For literature and the name of the distributor nearest you, contact:
Wicklund Assoc. Design, Inc., 2165 Daniels St., Long Lake, MN 55356, (612) 473-9066.

Circle 71 on reader service card

Q: What did this planner do in 4 days...



that these pros took 6 weeks to do?



A: Program and Budget 1,000,000 sq.ft. with SPACE/1000 Software!*

SPACE/1000

The professional data-base software tool for computer aided facilities design and management that operates on your IBM-PC/XT, Jr., and other micros.

SPECIAL INTRODUCTORY IBM-PC PRICE! $675.00

(regularly $950.00). Price good until August 31. Get free updates for one year including links to business graphics and CADD software.

SPACE/1000 has been proven effective for over 5 years with major corporations, architects, and design firms. SPACE/1000 gives you video tape training with complete user documentation and is warranted against all defects.

To Order Call: (305) 239-4677

MasterCard, Visa, and American Express accepted.

DFI Systems

P.O. Box 22787 • Lake Buena Vista, Fla. 32830

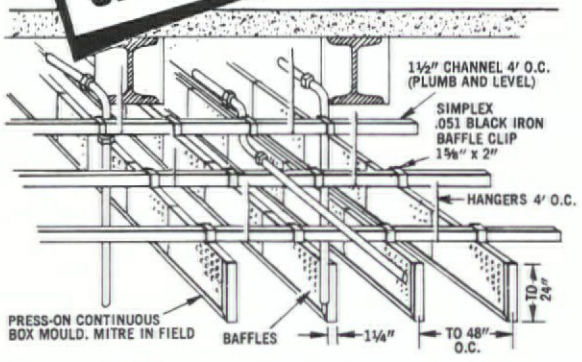
© 1984 Design Futures, Inc. *based on actual customer results.

Circle 82 on reader service card

LINEAR ALUMINUM BAFFLES

PERFORATED FOR HIGH QUALITY ACOUSTICAL CORRECTION. NOISE REDUCTION COEFFICIENT OF 100% ATTAINABLE.

FOR A CEILING PLENUM FULL OF OBSTRUCTIONS



Also available non-perforated for decorative treatment

Many finishes: White, Satin, Specular Mirror, etc.

Refer to SWEET'S CATALOG Sections 9.1/Si

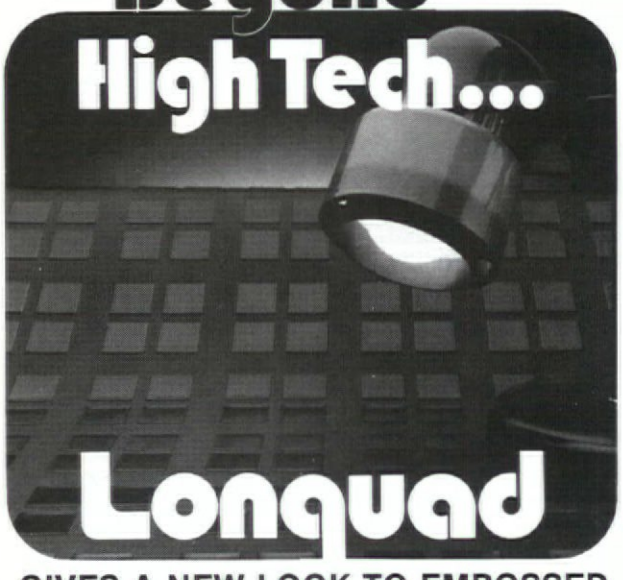
SIMPLEX CEILING CORP.

50 HARRISON ST., HOBOKEN, N.J. 07030 • PHONE (212) 349-1890

Sales "Reps" needed—Write to Simplex for information

Circle 73 on reader service card

Beyond High Tech... Lonquad



GIVES A NEW LOOK TO EMBOSSED RESILIENT FLOORING!

It's unique! Lonquad's "Squares within a Square" design eliminates the monotony inherent in most geometric patterns. Long-wearing sheet vinyl comes in black, white, grey and terra-cotta... plus pearlized mauve, blush and silver grey colors matching Lonseal's wallcovering line, "Lonjewels". See it for yourself. Call or write today!

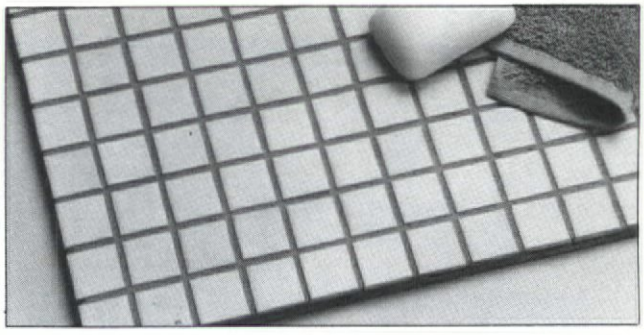
Lonseal, Inc.

928 East 238th Street, Bldg. A
Carson, CA 90745
(213) 830-7111 • Telex: 65-3584

SEE OUR CATALOG IN SWEET'S

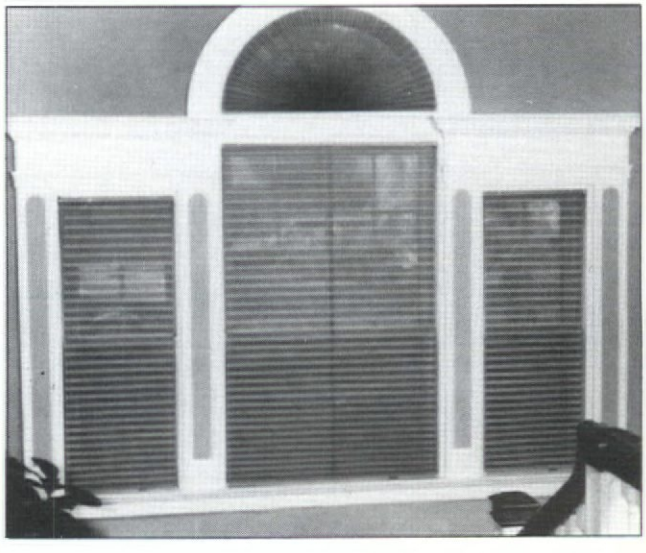
Circle 74 on reader service card

PRODUCTS & SERVICES



TILES FEATURE ABRASIVE SURFACE

Summitville's "Lombardic" floor tiles are available with an abrasive surface in a choice of nine glazed colors. Available shapes and sizes include 3-, 4-, and 6-in. squares, 6-in. hexagon, and 8-in. octagon with 3-in. dot. **Circle No. 227.**



PLEATED SHADES HELP SOLVE WINDOW PROBLEMS

Pleated shades from **Verosol USA** can be used to solve problems which arise from treating specialty or odd-shaped windows such as arches and skylights. **Circle No. 228.**



ROUND TABLE OFFERED IN TWO SIZES

The "Vienna" table from **EMU/USA Inc.** is available with a 43- or 47½-in. round top. Larger top is made of steel, coated for weather and abrasion resistance, and features an umbrella hole. **Circle No. 238.**



SEATING SERIES ADDRESSES USER NEEDS

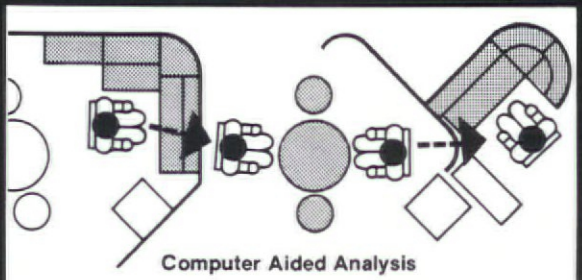
The "Biscaro L-600" series from **LBF Business Furniture** includes six chairs which address a variety of user needs. Chair features include inflatable lumbar support, articulated seat, upholstered arm pads, pneumatic height control, and three-position tilt lock. **Circle No. 230.**



FOAM CUSHIONS RESIST MOISTURE, SOIL

Tradewinds Outdoor Furniture Corp. is offering an oversize club chair with polyester-wrapped foam cushions for protection against moisture and soil. Cushions are also available in two types of fabric which guard against mildew and fading. **Circle No. 276.**

DON'T FORGET
ACOUSTICAL
PRIVACY
in your next floor plan.



Computer Aided Analysis

Conversation or office noise can reduce work effectiveness through distraction and annoyance. Dyna-Systems can design acoustical privacy into either open or closed rooms.

Call or write to us for a representative near you
(303) 455-5400
dyna-systems, inc.
Sound Conditioning Company
5371 Tennyson, Unit #1, Denver, Colorado 80212

Circle 75 on reader service card

ASHLEY
Commercial Carpet Concepts

Uncommon by design.

To discover the uniqueness of Ashley...

1-800-821-9202

In principal cities
New York Atlanta Washington, D.C. Chicago San Francisco
Los Angeles Dallas Houston Seattle Miami

DUPONT ANTRON

Circle 76 on reader service card

In preparation for
the 16th Annual
Product Design Competition *

IBD and Contract Magazine restate
the purpose of
The Most Prestigious Competition in North America:

innovation

(in′ e vā′ shen) n. 1. The act or process of innovating
2. something newly introduced; new method,
custom, device, etc.

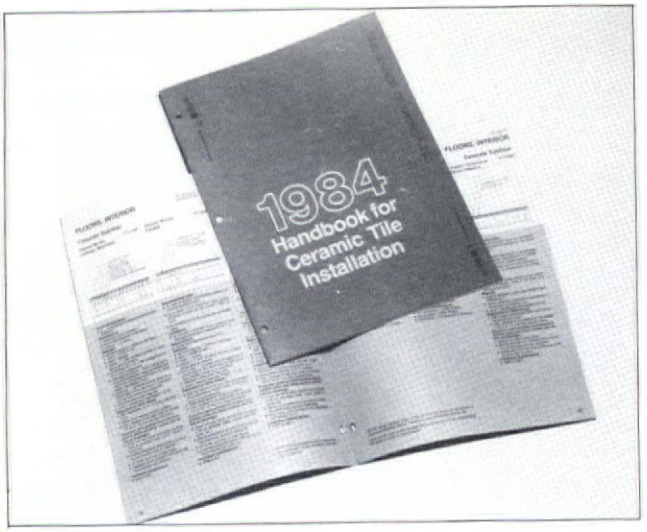
Awards recognize innovative design achievement
in contract and commercial furnishings and
related items of manufacturers
and their product designers.



*For entry form see page 179, or contact
IBD National Office 312-467-1450

Circle 64 on reader service card

CATALOGS & BROCHURES



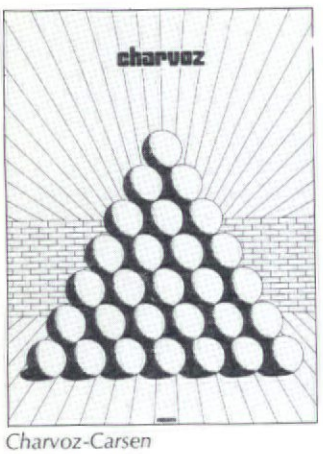
Tile Council of America

The "1984 Handbook for Ceramic Tile Installation," a 32-page document featuring 61 changes from the 1983 version, is available from the Tile Council of America. Changes include a new section on exterior tile panels and the addition of a grout guide column. **Circle No. 200.**

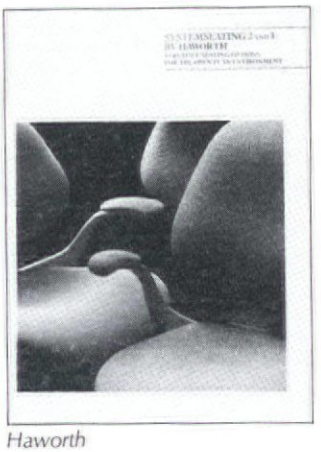
Royal Seating Corporation is offering a one-page color brochure describing the firm's #5900 dual-level workstation. **Circle No. 203.**

A new brochure from Dwyer Products Corporation features a kitchen system designed for disabled persons. The system includes a lowered worksurface and burner area, and side-accessed drawer for pots and pans. **Circle No. 204.**

Bigelow's "1984 Commercial Carpet Guide" aids in carpet selection for commercial projects. Included in the catalog is the firm's expanded modular carpet tile program. **Circle No. 205.**



Charvoz-Carsen



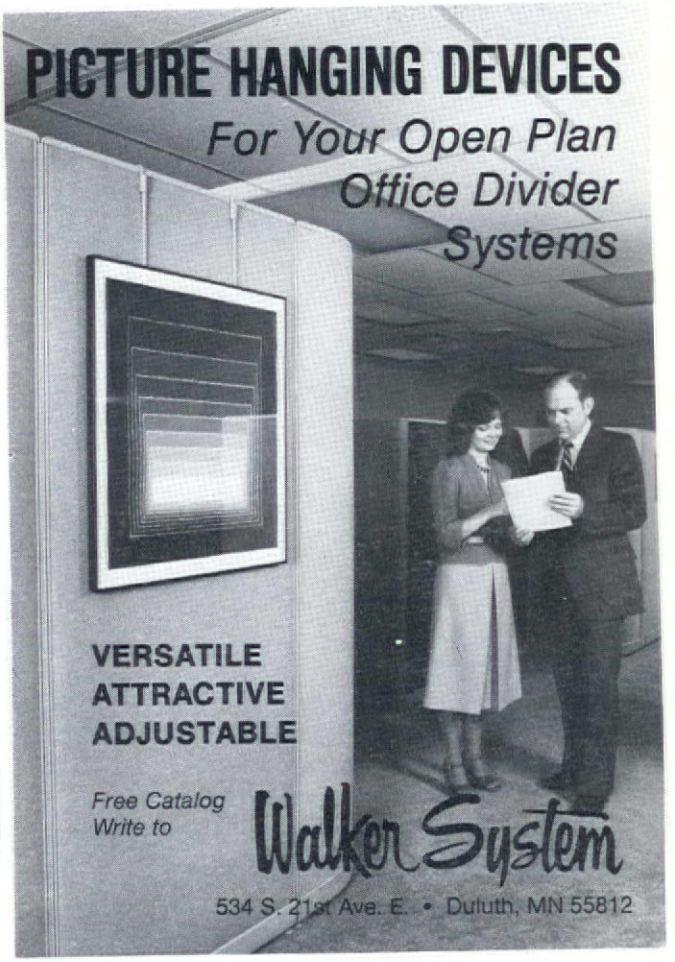
Haworth

Charvoz-Carsen Corp. is offering a free, 100-page catalog featuring many new product lines. Included are ergonomic seating products, tables, and drafting instruments. **Circle No. 212.**

SystemSeating 1, 2, and 3 are detailed and illustrated in a six-page, four-color brochure from Haworth. A chart of furniture features is also included. **Circle No. 202.**

Circle 77 on reader service card





Circle 78 on reader service card

CLASSIFIED ADVERTISEMENTS

RATES: A standard classified ad costs $57.00 per column inch. Estimate a column inch as 37 characters per line, 7 lines per inch, including headline and address. Please specify whether it is a signed ad or a blind box number. Add $5.00 to the cost if a box number is used. Payment with order is required for insertion of classified. Send ad and check to:CONTRACT, Classified Ad Dept., 1515 Broadway, 24th Floor, New York, NY 10036. **DEADLINE:** 1st of the preceding month **REGULATIONS:** Classified ads may be used for help or situations wanted; salesmen, reps, or lines wanted; business for sale; and any used or odd-lot products or closeouts for sale on a one-time basis. Classified ads may not be used for extensive product descriptions; customer solicitation; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising. Publication reserves the right to reject, delete, or re-word copy that is contrary to regulations.

BUSINESS OPPORTUNITIES

ROCKY MOUNTAINS MANUFACTURER

Manufacturer of high quality desks, credenzas, tables and chairs in naturally finished hardwoods seeks to be acquired. Fully equipped 50,000 sq. ft. plant, only one year old, located in $300 million furniture market. Outgoing freight rates only 60% of incoming rates. Contact:

Jack Harper
(303) 321-7500

REPRESENTATIVES WANTED

MANUFACTURER'S REPRESENTATIVES

Rosemount Office Systems Inc., a manufacturer of office furniture panel systems, is looking for success-oriented manufacturer's reps for the following territories: Illinois, Northwest, Michigan, Los Angeles, and Washington DC. Only representatives who are prepared to accomplish the system sales and support activities with dealers and users, designers and architects need apply. Send resume, territory, and present line to: James Thompson, Rosemount Office Systems Inc., Box D, Airlake Industrial Park, Lakeville, MN 55044.

Contract furniture representatives wanted for Pennsylvania manufacturer of upholstered livingroom and convertibles. Representative should have hotel/motel following. Reply with complete information, including present lines and territory, P.O. Box 1046, Kingston, PA 18704.

Classified Ads
Yield
Results!

REPRESENTATIVES WANTED

CONTRACT REPRESENTATIVES WANTED

Manufacturer of metal lamps and lighting fixtures is seeking professional contract reps to call on architects, designers, and specifiers for hotels, restaurants, etc. WE HAVE RECEIVED 90% OF THE JOBS THAT WE HAVE BID ON DURING THE PAST SIX MONTHS! Reply in confidence with personal and industry background including current lines and territory now represented to:

Rainbow Lamp Corporation
11541 Bradley Avenue
San Fernando, CA 91340

DESIGNER ORIENTED COMMERCIAL CARPET

Fast-growing division of major carpet manufacturer seeking commissioned representative in:

UPPER NEW YORK STATE
OKLAHOMA-SOUTHERN KANSAS
IOWA-NEBRASKA
LOUISIANA-MISSISSIPPI

Outstanding opportunity for established representatives with following among designers, specifiers, and major carpet contractors. No objection to carrying other non-conflicting lines. Send resume in confidence to:

Frank J. McBride, Vice Pres.
Charleston Carpets
P. O. Box 364
Calhoun, GA 30701

REPRESENTATIVES WANTED

We are looking for aggressive, high caliber representatives in various parts of the country to call on architects, designers, specifiers, and office supply dealers. Perhaps you have seen our full page advertisement in the February and March issues. We are a growing, well rated concern having a reputation for manufacturing high quality acoustical office partitions, components and accessories, specializing in service, quality and custom work. Would you like to grow with us? Send resume to:

ACOUSTICAL PARTITIONS CORPORATION
P.O. Box 908
Holyoke, Massachusetts 01041
ATTN: Mr. Nathanael Harwood

DEALER/COLORADO

SEAL FURNITURE & SYSTEMS INC., one of the country's largest and most progressive contract dealerships, needs three more experienced Marketing Rep's for its Denver headquarters office and its Long Beach, California Center. Please reply in confidence to: Seal Furniture & Systems Inc.—80 South Santa Fe Drive—Denver CO 80223—Attention, R. P. Van Gytenbeek.

REPRESENTATIVES WANTED

Progressive manufacturer of acoustical screens, partitions, wall systems, wall panels and baffels seeks aggressive organizations. Choice territories open. Send resume to: Polychromic Designs, Attn: Larry Silberman, P. O. Box 354, Bellmore, NY 11710.

HEALTH CARE REPRESENTATIVES WANTED

For contract line of cubicle curtains, draperies, bedspreads and upholstery. To call on health care interior designers and hospitals. Please send resume to Box 141, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPS WANTED

Manufacturer of restaurant furniture, specializing in Pine and Oak Booths, Tables and Chairs needs established Reps to handle our line in TX, OK, NC, SC, AR, AL, MS, KS, MO, WA, MT, ID, OR, and New England States. Reply to Box 163, CONTRACT, 1515 Broadway, New York, NY 10036.

SALESPERSONS

Nationally known manufacturer of fine quality wallcoverings is seeking contract representatives for New England, Philadelphia Area, D.C. and New York. Successful applicants will have prior experience with architects, designers and specifiers.

Excellent competitive salary, incentives, company car, paid expenses and paid benefits. If you meet our requirements and are interested in joining our staff, please send a resume to Box 164, CONTRACT, 1515 Broadway, New York, NY 10036.

SALES OFFICE FURNITURE

The right opportunity for the proven sales professionals.

We have developed a lucrative compensation program that provides independent contractor status. Percentage offerings are significantly higher than industry norms. New York City, Southern Connecticut, and Long Island territories are available. With proven "A" Grade lines and over thirty years of success, we can provide personal and financial growth.

Send resume in complete confidence to:

Robert Schwagerl, President
LASCO BUSINESS SYSTEMS GROUP
1070 East Jericho Turnpike
Huntington, NY 11743

HELP WANTED

INTERIOR DESIGN
AND
ENVIRONMENTAL DESIGN
INSTRUCTOR/DEPARTMENT CHAIRPERSON

M.A./M. Arch. with teaching/administrative experience and current professional experience in the field of interior design required, M.F.A. and experience in contract design preferred. Will teach courses in both contract and residential interior design. The chair of the Interior Design department is responsible for the development and evaluation of the curricula and departmental faculty, scheduling of classes and commensurate with qualifications and experience. Send portfolio of slides of professional work and student work, resume and references, S.A.S.E. to: Constance Phillips, Academic Dean, Kendall School of Design, 1110 College N.E., Grand Rapids, Michigan 49503.

SALES-
OFFICE FURNITURE

Due to rapid expansion, one of N.Y.'s largest office furniture companies is looking for two experienced contract sales people. Candidates must be able to deal with people up to corporation president. We offer a lucrative commission program, company benefits and a chance to work with a leader in the industry. Please send resume to: Box 138, CONTRACT, 1515 Broadway, New York, NY 10036.

MANAGEMENT OPPORTUNITIES
($30-$100,000)

20 yrs. exp. in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: Yvonne Crawford, Contract Dept., COOK ASSOCIATES, INC., 35 E. Wacker Dr., Chicago, IL 60601. 312/263-1119.

CAREER VISIONS

A National Search and Recruiting Firm

Contract Furnishings Industry Specialists

Manufacturers • Dealerships • Design Firms
Five Years' Contract Industry Placement Experience
Management • Sales • Manufacturer Reps • Designers

Call or send resume to: Cary L. Mark, Certified Employment Consultant
CAREER VISIONS 9620 Chesapeake Drive, Suite 200, San Diego, CA 92123 (619) 571-8464

THE FURNITURE AGENCY INC.

We have job opportunities for all levels of management, supervision and sales in Contract Furniture and related industries. All costs paid by client company. Applicant and client company inquiries invited. P.O. Box 53, High Point, NC 27261 (919) 885-2095.

SALES

FURNITURE—CONTRACT

$50,000 Plus in Salary and Commission. Expenses paid. Benefits include Profit Sharing, Retirement, Health Plan, etc.

Send resume, but only if:

Successful sales experience in commercial furniture markets closing job sales to end users through your own current established architects, interior designers and office contract dealers.

Requires college, ethical, professional, personable, hard working.

We are looking for Full-Time Sales Persons our line only in the following areas:
1. Los Angeles
2. Miami
3. New York City
4. New York State
5. San Francisco

FIXTURES FURNITURE
1642 Crystal
Kansas City, MO 64126
EOE

MISCELLANEOUS

ATTENTION: Contract furnishers, architects, designers, and dealers send us your brochures. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

FOR SALE

Fusion Bonded Carpet Machine using rotary system; high production rate; saves yarn. Was built for bankrupt European Company. Will sell at cost, including knowhow. Contact FBC.Box 102, Tillsonburg, Ontario N4G 4H3, or phone 519-842-9367.

LINES WANTED

Aggressive Mfr. Rep. organization, showroom/warehouse in Saudi Arabia, Eastern provinces, looking for contract lines to include office, health care, educational, residential furnishings, KD furniture. Reply Box 152, CONTRACT, 1515 Broadway, New York, NY 10036.

your ad here
will get results

PRODUCT MANAGER

Samsonite Furniture has an immediate opening for a Product Manager serving commercial furniture markets. The successful candidate will be responsible for specific commercial products design and development, marketing strategy and pricing, advertising and sales promotions, market analysis and research.

The successful candidate must have three years of proven experience in product management, preferably in office products.

Samsonite Furniture offers a competitive salary and benefits with a progressive career opportunity. For confidential consideration, please send a resume and salary history to:

EMPLOYEE RELATIONS DEPARTMENT
Samsonite Boulevard
Murfreesboro, TN 37130

Samsonite®
FURNITURE



We Are An Equal Opportunity Employer M/F

ADVERTISING DIRECTORY

For more information on advertisers in this issue, circle corresponding reader service numbers.

ADVERTISER	PAGE
AMP Products Corp. *(Circle No. 38)*	58-59
Accuride *(Circle No. 49)*	88
Acoustical Screens Corp. *(Circle No. 120)*	14
Allied Fibers *(Circle No. 46)*	77
Alma Desk Co. *(Circle No. 27)*	38-39
American Seating *(Circle No. 9)*	10-11
Amstore Corporation *(Circle No. 31)*	48
Amtab Mfg. Co. *(Circle No. 66)*	186
Aspects Inc. *(Circle No. 84)*	24
Atelier Int'l. Ltd. *(Circle No. 47)*	78-79
B.M.G. Framed Graphics *(Circle No. 51)*	83
Badische Corp. *(Circle No. 40)*	62-64
Baker Knapp & Tubbs Inc. *(Circle No. 1)*	Cov. II
Basta Sole *(Circle No. 77)*	193
Bentley Carpet Mills *(Circle No. 79)*	Cov. III
A. Blank Inc. *(Circle No. 58)*	90
Borden Films *(Circle No. 44)*	71
Borroughs, Div. of Lear-Siegler Co. *(Circle No. 55)*	87
Brewster Corp. *(Circle No. 10)*	12
Brown Jordan Co. *(Circle No. 33)*	47
*R.J. Collins Int'l. *(Circle No. 65)*	185
Computer-Aided Space Design & Management Conference *(Circle No. 83)*	185
Contemporary Products *(Circle No. 6)*	6
Contract IBD *(Circle No. 64)*	192
Contractors Rail Systems Co. *(Circle No. 69)*	188
Dan River Inc. *(Circle No. 29)*	46
Dennison National *(Circle No. 13)*	70
Design Futures *(Circle No. 82)*	189
Design Group Inc. *(Circle No. 52)*	84
Donn Corp. *(Circle No. 14)*	18
Dow Corning Corporation *(Circle No. 24)*	34-35
Drier Industries *(Circle No. 67)*	186
Dyna-Systems *(Circle No. 75)*	191
EST Co. Inc. *(Circle No. 36)*	56
Eagle Plywood & Door Manufacturers Inc. *(Circle No. 22)*	30
Eastman Kodak	168-169
Electri-Lite *(Circle No. 39)*	60
Eurotex *(Circle No. 2)*	1
Filing Equipment Inc. *(Circle No. 35)*	82
Fixtures Furniture	27
Fuller Contract Accessories Corp. *(Circle No. 86)*	189
Gas Spring Company *(Circle No. 60)*	94
Girsberger *(Circle No. 12)*	16
Grant Hardware *(Circle No. 23)*	170
Grosvenor Press *(Circle No. 63)*	176
Gulistan Carpet/Div. of J.P. Stevens *(Circle No. 87)*	83
Hardwood House	Cov. IV
Harter Corp. (Harter Furniture Ltd.) *(Circle No. 37)*	57
Haworth Inc. *(Circle No. 15)*	20-21
Hayes Mfg. Co. *(Circle No. 25)*	36

ADVERTISER	PAGE
Hercules Inc. *(Circle No. 18)*	25
Hiebert Inc.	89
Insul-Art Acoustics Corp. *(Circle No. 11)*	13
International Terra Cotta *(Circle No. 19)*	26
J.G. Furniture *(Circle No. 125)*	22
J&J Industries Inc. *(Circle No. 45)*	74-75
Knoll International *(Circle No. 50)*	91-93
Lees Carpets *(Circle No. 5)*	52
Leggett & Platt *(Circle No. 53)*	85
Lonseal Inc. *(Circle No. 74)*	190
Louverdrape Inc. *(Circle No. 57)*	183
Lübke Möbelwerke *(Circle No. 56)*	180
Harry Lunstead Designs Inc. *(Circle No. 30)*	5
Magna Visual Inc. *(Circle No. 70)*	188
Herman Miller Inc. *(Circle No. 32)*	50-51
National Carpet Mills Inc. *(Circle No. 54)*	86
Nevins Worldwide *(Circle No. 26)*	37
Panel Concepts Inc. *(Circle No. 21)*	29
Paoli Inc. *(Circle No. 8)*	9
Planter Technology *(Circle No. 68)*	187
Rainbow Lamp Co. *(Circle No. 72)*	63
Reff Products Ltd. *(Circle No. 17)*	54-55
Rose•Johnson *(Circle No. 28)*	45
Rosemount Office Systems Inc. *(Circle No. 62)*	171
Salem Carpet Mills *(Circle No. 76)*	191
Scandiline *(Circle No. 16)*	31
Simplex Ceilings *(Circle No. 73)*	190
Southeast Wholesale Furn. *(Circle No. 43)*	175
Spanjer Brothers Inc. *(Circle No. 4)*	4
The Tandem Group Inc. *(Circle No. 80)*	32-33
Tarkett *(Circle No. 85)*	17
Thomas & Betts Corp. *(Circle No. 81)*	172-173
Topsider, Div. of Inn Plant Inc. *(Circle No. 48)*	81
Tradex Corp. *(Circle No. 42)*	68-69
Trendway *(Circle No. 59)*	96
Tropitone Furniture Co. Inc. *(Circle No. 20)*	28
U.S. Gypsum *(Circle No. 34)*	174
Walker Systems Inc. *(Circle No. 78)*	193
Wicklund & Assoc. *(Circle No. 71)*	189
Ralph Wilson Plastics/Wilsonart *(Circle No. 3)*	2
S.R. Wood *(Circle No. 41)*	95
Wright Line *(Circle No. 7)*	8

*Western Regional

This index to advertiser page location is published for reader convenience. Every effort is made to list page numbers correctly. This listing is not part of the advertising contract, and the publisher is not liable for errors or omissions.